

OPEC NEWS

OPEC stresses concern over \$

Oil-exporting countries were seriously considering moving away from the dollar as a means of pricing oil, Sheikh Ali Khalifa, OPEC president, indicated today, Reuters reports from Hamburg.

Sheikh Ali Khalifa, who is also Kuwaiti oil minister, told reporters: "The dollar has become so marked and the hope of halting it so through OPEC, must draw our conclusion from this."

The minister heads a special OPEC committee looking at the pricing of oil in the light of the dollar's decline.

Chinese Vice-Premier to visit Japan

China's Vice-Premier, Mr. Teng Hsiao-ping, will arrive in Tokyo on October 22 for a one-day visit during which there will be a formal exchange of instruments of ratification of the recently signed Sino-Japanese Treaty of Friendship, the Foreign Ministry has announced in Tokyo, writes Charles Smith. Mr. Teng, who will be the first top Chinese leader to visit Japan since 1949, will be accompanied by a 42-member entourage including Foreign Minister Huang Hua. He will have talks with Prime Minister Takeo Fukuda and other Japanese Cabinet Ministers.

The economic significance of Mr. Teng's visit lies chiefly in the fact that he will carry a strong impression of Japan's industrial power—something no other top Chinese leader has been able to do since the war. Negotiations of detailed economic issues will be left to a high-powered mission headed by a Vice-Minister of the State Economic Commission which arrives in Tokyo for a four-week stay on October 25.

Bengal deaths

Floodwaters are still rising in the north of the battered West Bengal state and there is no appreciable improvement elsewhere, Reuters reports from Calcutta. The official death toll in the 10-day emergency is 1,017 but Mr. Jyoti Basu, State Chief Minister, said it could eventually top 2,000. Cholera and enteritis have claimed about 200 lives as 500,000 mud houses have been washed away.

Pakistan release

The Sind Provincial government has ordered the release of all people detained during the riots which began in July connected with Pakistan's Press unions, a government statement said last night. Reuters reports from Karachi. About 200 students and farmers were being held.

Vietnam food call

The Vietnamese Government has called for a major effort by the people to grow more food and overcome the results of disastrous flooding. Hanoi Radio reported yesterday. Vietnam like Cambodia, Laos and parts of Thailand, has been swept by widespread floods.

Gandhi arrests

Police used tear-gas to disperse more than 3,000 supporters of former Indian Prime Minister Indira Gandhi yesterday when they attempted to break a security cordon near the home of Prime Minister Morarji Desai, Reuters reports from New Delhi. Police said that more than 30 were arrested.

Quicker justice

Justice Ministers of the nine Common Market countries met in Luxembourg today to discuss how to speed up the work of the European Court, the legal arm of the Community, Reuters reports.

North Yemen accused

South Yemen yesterday accused neighbouring North Yemen of shelling border areas in preparation for what it called "new acts of aggression". Reuters reports from Aden. South and North Yemen have periodically traded accusations of troop movements along the borders following a break in relations after North Yemen accused the south of involvement in the assassination of North Yemeni President Ahmed al-Ghassbi last June.

ROGER MATTHEWS in East Beirut finds determination despite the damage.

Christians defiant after pounding

THERE WAS an air of casual, even smiling defiance, in East Beirut this morning. After six days of almost ceaseless pounding by the Syrian army the material damage is substantial, but there is little evidence of any major dents in the determination of the right-wing Christian militia.

Civilians, emerging from nearly a week in their basements and underground shelters, surveyed the blasted buildings and the streets littered with broken glass and chunks of masonry. Children, dressed in their Sunday best, were out playing, apparently oblivious to the occasional explosion or burst of machine-gun fire.

Militiamen—or in many cases militiamen—cradled their rifles and chatted idly. They claimed to have suffered few losses in the recent fighting and are confident that last night's ceasefire will not hold.

The Syrian gunners and tank commanders obviously had a good general idea of the line of the headquarters of the Christian militia. The buildings around have at best no signs of being hit, at worst signs of their sides and collapsed upper floors.

Inside, Mr. Chamoun, the former Lebanese President, whose militia, along with that

Smith blames Britain and U.S. for continued fighting

BY DAVID BUCHAN

WASHINGTON, Oct. 8.

AMERICAN AND British support for the "Marxist terrorists" in the Patriotic Front guerrilla movement was the main reason for the continued fighting in Rhodesia, Prime Minister Ian Smith told American viewers on national television today.

Mr. Smith and the Rev. Sithole, one of three black members of the Salisbury Executive Council, who appeared together in the TV interview, arrived yesterday in the U.S. for an extensive tour, organised by a conservative group here, to put their case for the internal settlement to the Rhodesian public.

If they succeed in getting their message across to the American public, this could conceivably drive a wedge between the U.S. and UK governments, which hitherto have pressed the Smith regime to join all-party negotiations with Mr. Joshua Nkomo and Mr. Robert Mugabe, the Patriotic Front leaders.

Before the visit, the U.S. Administration dithered about whether to give Mr. Smith a visa to enter the U.S. eventually deciding it could not afford to be seen to be denying the Prime Minister a chance to put his case

directly to Americans. Mr. Smith and the Rev. Sithole are expected to see Mr. Cyrus Vance, the U.S. Secretary of State, probably tomorrow, in what the State Department has portrayed as a last-ditch opportunity to talk them out of their internal settlement and into holding all-party talks.

Mr. Smith and the Rev. Sithole, questioned by American TV interviewers today, insisted "the door was still open" for Mr. Nkomo and Mr. Mugabe to return to Salisbury, but only within the framework of the March, 1978, internal settlement proposals. Mr. Smith put the blame for the failure of his contacts with the Patriotic Front to go beyond his scheduled speeches here, and in New York, Los Angeles and San Diego—what his government was now only doing was what Dr. Henry Kissinger, the former U.S. Secretary of State, had insisted on, introduction of universal suffrage for black Rhodesians.

The U.S., he said, was now going back on its word in demanding along with the UK that the Rhodesian government should move. This will not carry much weight with the Carter administration, which argues that events have moved on since 1976.

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Claiming he still had contacts with some guerrillas outside Rhodesia but loyal to him, the Rev. Sithole stated that more elections had been held, and a majority African government was installed in Salisbury, most

of the present guerrillas who were "now sitting on the fence" would opt for the new government.

The Rhodesian Prime Minister said it was still realistic to think that the Rhodesian settlement could be held by December 31, but because of certain mechanical difficulties—by which he presumably meant that the Rhodesian security forces only control portions of the country—he could not guarantee it.

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Kaunda stands firm on rail link

BY MICHAEL HOLMAN

LUSAKA, October 8.

ZAMBIA'S DECISION to reopen her southern route through Rhodesia remains unchanged despite what appeared to be efforts by President Julius Nyerere of Tanzania and President Samora Machel of Mozambique this weekend to persuade President Kenneth Kaunda to reconsider his decision.

No official statement has been issued but apparently during an hour-long meeting here on Saturday, held at President Nyerere's request, the Zambians simply repeated the case for reopening the route. Earlier, senior Zambian officials expressed surprise that the meeting had been considered necessary, and the air-

port welcome of the two presidents was a formal affair. Mr. Kaunda himself was absent at a university ceremony.

Although copper and fertiliser are the only commodities which have been officially mentioned in connection with the border decision, it is thought that the Rhodesian railway will also carry lubricating oils, equipment and spare parts urgently needed for Zambia's copper mines, and certain consumer goods.

Shipping officials here say that the transport crisis would be further eased if the Benguela railway line linking Zambia with the Angolan port of Lobito reopens as planned in mid-November. Although there is

uncertainty about the line's security, it is expected that Zairean traffic, which has been diverted to Lobito leaving the south free to handle Zambian goods.

Meanwhile Mr. Joshua Nkomo, leader of the Patriotic Front has delivered an angry attack on the U.S. and the International Monetary Fund, accusing them of contriving Zambia's economic difficulties.

Mr. Nkomo, opening a school near here over the weekend, went on to acknowledge that reopening the southern route created difficulties for his guerrillas, but warned: "Nothing will pass there which we do not want to pass."

French dockyard crisis worsens

BY DAVID CURRY

PARIS, Oct. 8.

THE SEVERITY of the crisis in the French shipbuilding and ship repair industries has been brought home by the declaration of more than 1,200 redundancies at a yard on the Mediterranean. Meanwhile, a strike in the Marseilles repair industry now involves the entire 3,600 strong work force in the area.

The three main unions have reacted quickly to the announcement of 1,212 redundancies at the A. Clotat yard near Marseilles but have failed to come up with a concerted res-

ponse. The Communist-led CGT is asking the sacked men to continue to report for work, the loosely-organised Left-leaning CFDT wants the entire population of the town to protest at the shipyard gate, while the moderate Force Ouvrière has promised unspecified action to prevent the dismantling of the group altogether—something all three unions fear.

Meanwhile the last group of workers belonging to the Terris ship repair group—600 men in the industrial workshops—have

joined their colleagues on unlimited strike. This means that more than 3,600 people have now stopped working, and the attempts continue to find a formula to rescue the bankrupt repair yard.

All solutions considered so far have involved severe redundancies and the Government has been unwilling to offer any way of avoiding taking such a step. The latest rescue efforts centre around the attempt by the city of Marseilles (whose mayor is the leading Socialist M. Gaston Defferre) to take over the yard.

Students in Iran clashes

TEHERAN, Oct. 8.

STUDENTS and guards clashed at Teheran University today and police opened fire on crowds in the Caspian seacoast town of Babol, as strikes and violence flared in various parts of Iran.

There were reports of deaths in street clashes last night in Babol and demonstrators were said to have burned down a cinema and damaged every one of the town's 20 banks. Babol is not covered by the martial law imposed on Teheran and 11 other cities a month ago after demonstrations against the Shah.

Iranian radio and television programmes were also disrupted by strikes today. Administrative staff at Teheran University joined a wave of walkouts which has hit the post office, Government Ministries and several hospitals.

The strikes pose a serious challenge to the authority of the six-week-old Government of Premier Jafar Shari'Emami.

Labor victory in NSW poll

By Laurie Oakes

CANBERRA, Oct. 8. THE LABOR Party has won a sweeping victory in an election for the New South Wales state parliament. The Labor government of Premier Neville Wran was returned with a 10 per cent swing.

The Liberal-National Country Party opposition lost at least ten seats including that of the Liberal leader, Mr. Peter Coleman.

Mr. Bill Hayden, the federal opposition leader, claimed the result was a warning to Mr. Malcolm Fraser, the Prime Minister, to moderate the harsh economic policies of the federal Liberal Government.

In New South Wales, however, Mr. Coleman said a federal budget in August had not affected the outcome of the state election, despite its increases in direct and indirect taxes. Most commentators consider that the election was decided almost entirely on state issues and state personalities.

Begin warning on 'slaughter'

Mr. Menahem Begin, the Israeli Premier, sent a message to Mr. Cyrus Vance, the U.S. Secretary of State, over the weekend saying that Israel will continue to do everything necessary to prevent the continuing slaughter of Christians in Beirut writes our Foreign Staff. The Lebanon situation was considered at the weekly Israeli Cabinet meeting yesterday, which also discussed, but failed to decide on, the level of representation at the Israeli-Egyptian peace talks in Washington later this month. Meanwhile in Cairo, the Egyptian delegation to the Washington talks reviewed its position while Dr. Boutros Ghali, the acting Foreign Minister, said in an interview with the magazine October

that Egypt was determined not to leave a region without a peace treaty with Israel. Egyptian claims for \$2bn compensation for oil and other resources exploited by Israel during its 11 years of occupation in the Sinai Desert would be postponed for further negotiation.

In Baghdad, the official Iraqi news agency Ina claimed yesterday that sixteen Arab countries had now agreed to attend a summit meeting in Baghdad on November 1 to counter the Camp David Middle East peace accord. Meanwhile, Mr. Yasser Arafat, chairman of the Palestine Liberation Organisation, left Jeddah yesterday with assurances of continued Saudi support for the Palestinian cause. And it was.

Dell visits Canada and U.S.

By Margaret Hughes

MR. EDMUND DELL, Britain's Secretary of State for Trade, leaves tomorrow for a week's visit to Canada and the U.S. He will be discussing the prospects for world trade generally with particular emphasis on the progress of the multilateral trade negotiations.

Mr. Dell begins his visit in Ottawa, where he will meet with the Canadian Government officials before going to Edmonton when he will visit the Alberta tarsands project. The Trade Secretary will conclude his Canadian visit with discussions with the Ontario Government in Toronto before flying to Washington on Sunday night.

In Washington Mr. Dell will have talks with Mr. Robert Strauss, the U.S. Special Trade Negotiator. Mr. Dell will be stressing EEC concern over what it sees as the growing protectionist mood in the U.S.

EEC fears have been heightened by the recent warning by the U.S. Administration that it would be unable to persuade Congress to extend its waiver on countervailing duties beyond the January 4 deadline when the four-year waiver is due to expire. An additional threat to the successful conclusion of the GATT negotiations is the U.S. Senate's vote to exclude textile tariff reductions from the negotiations.

At the Washington meeting Mr. Strauss for his part will stress the services needed under a contract he described as "prestigious and unique" and a "tribute to Indian railways and its expertise."

London mission leaves for South Korea

Financial Times Reporter

A LONDON Chamber of Commerce and Industry trade mission left today for Seoul at the weekend with the encouraging news that the August trade figures had revealed a surplus in the UK's balance of trade with the Republic.

Although the advantage is only slight, it is a step towards South Korea totalling £16,698m in August against imports of £16,663m, it represents a significant improvement as it is the first time since the early 1970's that the UK has swung the trade balance with the Republic in its favour. In addition this trading improvement has been brought about by an actual increase in British exports rather than by a decline in imports from South Korea.

Even so there remains a vast and as yet untapped potential for UK companies in this area. Japan and the U.S. are currently the leading exporters to the Republic, while the UK, supplying just 1.5 per cent of total imports, lags behind even its EEC partners.

The mission, which will spend 14 days in South Korea, is led by Mr. Geoffrey Nichols, chairman and managing director of Kelpin, and has a strong industrial and financial leaning. It will seek to exploit a market which has recently undergone a series of import liberalisation measures which have particularly helped the potential exporter in sectors such as machinery, transport, and high quality consumer goods.

This view is shared in Israel, which wants more British participation in her industrial development. One major project under consideration is the extension of her railway to Eilat, on the Red Sea, for which British Rail consultants have submitted plans. The project, worth \$150m-200m, would provide a new dry-lane alternative to the Suez Canal. The Israelis have also been seeking the British Government to reactivate a memorandum by a House of Lords select committee for tougher resistance to Arab boycott pressures. With the prospect of Egypt opening trade links with them, the Israelis believe the 30-year-old boycott may lose much of its credibility.

UK and Israel in trade talks

By Maurice Samuelson

BRITAIN'S SHRINKING trade balance with Israel—which is believed to reflect British industry's nervousness of the Arab boycott—is being discussed in Israel at a meeting of the two countries' joint economic committee.

A British team, headed by Mr. Peter Gregson, Under-Secretary at the Department of Trade, is visiting several days of talks with officials of the Israeli Ministry of Industry, Commerce and Tourism.

British exports to Israel totalled £24m last year, but if one excludes UK diamond sales the balance was marginally in Israel's favour. Mr. Stephen Willis, executive secretary of the British Overseas Trade Group for Israel, said that British exports to Israel could have been bigger if exporters took less notice of the Arab boycott.

India follows Jaguar deal with Harrier jets go-ahead

BY K. K. SHARMA

NEW DELHI, Oct. 8.

HAVING AWARDED a £120m contract to British Aerospace for establishing facilities to manufacture the Anglo-French Jaguar aircraft in India, the government here has also decided to buy vertical take-off Harriers for its only aircraft carrier, the Vikrant.

An order for at least 20 Harriers is thought to be under consideration, which, with spares, would cost not less than £100m. The award of these substantial defence contracts to Britain is partly the result of talks in the past year between Mr. James Callaghan, the British Prime Minister, and his Indian counterpart, Mr. Morarji Desai.

There has been considerable British government pressure for greater purchases by India to offset the large adverse trade balance between India and the UK. The defence deals will help

reduce India's trade surplus with Britain, although officials here say that both the Jaguar and the Harrier are being purchased strictly on merit.

Details of the deals will not be known until the contract is signed with British Aerospace, but it is understood that India has secured favourable terms from the UK, including long-term credit and repayment schedules.

Unlike the Jaguar, which will be manufactured in this country, the Harriers will be purchased outright with no manufacturing rights.

India will also enter into an order defence deal with the West for the manufacture of submarines in this country. Mr. Jagjivan Ram, Minister of Defence, has disclosed that negotiations are being held with the governments of West Germany, France,

Holland, Sweden and Italy. Teams from the five countries have visited India and their offers are being evaluated.

The decision to establish manufacturing facilities in line with the policy that strategic purchases should involve a transfer of technology.

Mr. Ram insists that India must maintain its defence preparedness despite the improvement of relations with neighbouring countries. He has pointed to Pakistan's purchases of the F-5E from the U.S. as well as recent Islamabad statements on the Kashmir issue.

Mr. Ram has scoffed at the U.S. State Department's denial of an agreement to sell F-5Es to Pakistan, and said India has, contrary, although he refuses to disclose how many Pakistan is to get or whether some aircraft have already been delivered.

Nigerian rail management pact

BY OUR OWN CORRESPONDENT

NEW DELHI, Oct. 8.

NIGERIA'S RAILWAYS are to be managed and run by India's public sector Rail India Technical and Economic Services (RITES), which has won a Rs 200m (about £15m) contract for the next five years.

Announcing this, the Minister for Railways, Mr. Madhu Dandavate, said 434 Indian experts, including a general manager and other senior personnel, are to provide the services needed under a contract he described as "prestigious and unique" and a "tribute to Indian railways and its expertise."

The Nigerian railways are spread over 3,500 route kilometres and employ about 27,000 people. Among the various branches of the Nigerian railways for which Indian experts will be used are:

utilisation, passenger and goods operations, communications, improvement of financial viability and the setting up of training facilities.

The Indian Railways Construction Company recently won a contract from the Iranian State Railways for maintenance of railway tracks there, work on which is the 920-kilometre high-speed line in progress.

baghdad to Al-Qaim. The five year £15m project has been divided into four sections by the Iraqi authorities and India has tendered for all of them. The contract is worth \$12bn, for which the Indian companies had been short-listed, was awarded last week to the Brazilian concern, Mendes Junior.

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Anglo-Polish trends reviewed

BY CHRISTOPHER BOBINSKI

WARSAW, Oct. 8.

THE POLISH deficit in trade with the UK will be discussed at the annual meeting of the Anglo-Polish Joint Economic Commission which opens here tomorrow for five day review of mutual relations.

Trade trends from the Polish point of view are encouraging and the UK is now Poland's second most important western trading partner. What is more, the Polish trade deficit dropped by 10 per cent over this period. Indeed there is a possibility that the delivery of five ships being built at Gdansk for Germany, which is in first place, into the black by the year's end.

Poland's efforts to have its 1977 trade deficit with the UK around \$1bn have meant drastic cuts in imports which have hit most of the country's Western partners. The U.K. is one of the few who exports to Poland have risen this year. According to the Department of Trade figures exports rose by 24 per cent from £141.5m in the first eight months of 1977 to £176.1m in the same period this year.

UK imports rose even faster by 37 per cent from £103.8m in the first eight months of last year to £141.7m in the same period of 1978.

Thus the Polish trade deficit dropped by 10 per cent over this period. Indeed there is a possibility that the delivery of five ships being built at Gdansk for Germany, which is in first place, into the black by the year's end.

The fact that UK exports to Poland are still growing is due to the flow of machinery and equipment for the PVC complex being built by Petrocarbon at Wloclawek and the Ursus tractor plant extension and re-

development by Massey Ferguson Perkins outside Warsaw. At the joint commission meeting, which will be chaired by the Polish Vice-Minister of Foreign Trade, Mr. Stanislaw Dlugosz and Mr. William Knighton de Puty, Secretary at the Department of Trade, the problem of protectionist barriers will be discussed.

The Poles are unhappy about UK trade restrictions on such goods as shoes and textiles and are apprehensive that anti-dumping procedures will hit other Polish goods.

Polish export hopes for the future are set on ships and shipbuilding, which will be aided by the construction machinery and electronic equipment. Another potential growth area as production rises is raw material exports

Union and in building petrochemical facilities. The deal, which was won against strong international competition, was the only one to be firmly forecast at a meeting last week of the Franco-Soviet Permanent Commission. Although the French are confident of improving the recent record of capital goods orders from the Soviet Union by the end of the year, their earlier expectations have not so far been fulfilled.

\$195m Soviet order for Technip

BY DAVID WHITE

PARIS, Oct. 8.

THE FIRST of a series of large venture contracts which France has been awaiting from the Soviet Union has been signed here by Technip, the engineering group.

The contract, worth about \$195m (\$195m), is for a gas station, which will re-inject lift fluids into the well. The contract will improve the USSR's oil recovery levels in the western Caspian Sea.

Technip heads a consortium of companies which includes the British Camco group, which will supply cable equipment for the

main part of the contract, besides Technip's share, goes to the Creusot-Loire group, which will supply a series of compression units for the main lift station, which will re-inject lift fluids into the well.

The contract will improve the USSR's oil recovery levels in the western Caspian Sea. Technip heads a consortium of companies which includes the British Camco group, which will supply cable equipment for the

Union and in building petrochemical facilities. The deal, which was won against strong international competition, was the only one to be firmly forecast at a meeting last week of the Franco-Soviet Permanent Commission. Although the French are confident of improving the recent record of capital goods orders from the Soviet Union by the end of the year, their earlier expectations have not so far been fulfilled.

SHIPPING REPORT

Tanker demand stays buoyant

BY LYNTON McLAIn

GREATER confidence among shipowners encouraged a search for higher rates last week with the result that the number of charter inquiries was similar to the previous week.

Tanker demand was reasonably buoyant as oil stocks moved upward to meet the seasonal boost in consumption and as Western nations prepared for possible oil price rises next year. Activity centred around the Gulf where demand for very large ultra large crude carriers made these vessels difficult to charter. Brokers reported that there was little likelihood of rates falling away.

A 250,000-tonne vessel obtained Worldscale 443 for Western discharge and a 230,000-tonner for Eastern discharge (Worldscale 481). On a smaller vessel, a 100,000-tonne ship was paid Worldscale 771 for discharge Mohammedia.

Mediterranean and West African loading areas were active last week. Many inquiries from West Africa remained without ships and rates were expected to remain at recent high levels.

In the Caribbean trading was at a low level, but prospects were expected to improve with the seasonal winter trade.

On the sale and purchase markets, there was continued interest in bulk carriers and combination vessels. Many owners, however, were concerned about the failure of some negotiations to materialise, although owners recognised that the shortage of tonnage would continue. A number of British vessels were sold last week, and there were unconfirmed reports that the British 19,700-deadweight tonne bulk carrier "Silverford" built in 1969 had been sold.

The Atlantic grain market is expected to stabilise in mid-October after the marked fall forecast for the early part of the month. The Chinese were active in the market and larger vessels were expected to obtain premiums for the second half of the month.

Second-hand ship sales aid Norwegians

By Fay Gjester

NET FOREIGN currency earnings by Norway's merchant fleet will reach about Nkr 7bn this year, according to a report by the Shipowners Association published in its annual report. This is about Nkr 500m less than in 1977. Nevertheless the industry's current account surplus is a positive contribution to Norway's payments balance—is likely to be higher this year than last, because of continuing large sales of second-hand ships in 1978, and much lower new ship imports.

Second-hand ship sales are expected to reach Nkr 3.4bn, almost offsetting new ship imports worth an estimated Nkr 4.3bn, after Nkr 7bn of net interest payments abroad, totalling an estimated Nkr 1.7bn, the industry's 1978 current account surplus is likely to be about Nkr 4.4bn. Last year it was Nkr 1.8bn.

Meanwhile, an Oslo shipyard has announced the sale to Greek interests of one of its floating drydocks, reflecting a decline in the amount of ship repair work the yard now expects to secure. The Nyland yard, a member of the Aker shipbuilding group, has sold the dock to Khalkis shipyard near Athens for about Nkr 11m (£1.1m). It will leave Oslo this week and the tow to Greece is expected to take about a month.

World Economic Indicators

TRADE STATISTICS				
	Aug. '78	July '78	June '78	Aug. '77
France Frbn	Exports 26,690	30,757	28,525	26,981
	Imports 29,751	29,852	28,446	28,514
	Balance -1,061	1,095	-1,649	-1,533
U.S. \$bn	Exports 12,470	11,793	12,126	9,543
	Imports 14,090	14,779	13,723	12,232
	Balance -1,620	-2,986	-1,702	-2,669
W. Germany DMbn	Exports 21,800	21,403	25,600	20,925
	Imports 18,800	19,099	21,700	19,099
	Balance 3,000	-2,304	-3,900	-2,521
UK £bn	Exports 3,022	2,048	2,915	2,772
	Imports 2,964	3,180	3,015	2,633
	Balance -0,098	-0,132	-0,100	-0,141
	July '78	June '78	May '78	July '77
Holland Flbn	Exports 7,984	9,193	9,137	7,844
	Imports 8,829	9,531	9,554	8,433
	Balance -0,843	-0,338	-0,417	-0,589
Italy Lira bn	Exports 3,772	3,947	3,995	3,446
	Imports 4,145	4,638	4,204	3,818
	Balance -377	-1,111	-299	-272
Japan \$bn	Exports 8,150	7,935	7,627	7,097
	Imports 5,450	5,001	6,254	5,066
	Balance +2,700	+2,934	+1,373	+2,031
	July '78	May '78	April '78	June '77
Belgium BFrbn	Exports 122,824	125,879	125,879	125,879
	Imports 128,109	126,154	122,185	131,668
	Balance -5,285	-14,179	-6,289	-5,107

BY MAX WILKINSON

BY CHRISTOPHER PARKES

By John Elliott, Industrial Editor

BY DAVID FISHLOCK, SCIENCE EDITOR

BY RICHARD MOONEY

increase its own competitiveness through various methods being

BY MICHAEL CASSELL, BUILDING

Goy-project

£5m contracts

The Indian C

EMI to lease back

Why employ a representative when you can employ a salesman.



A representative is a man who takes orders. A salesman sells. It's easy to turn a salesman into a rep. All you have to do is give him lousy back-up. Make sure, that after he's sweated blood making a sale your

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The Executive's and Office World

EDITED BY CHRISTOPHER LORENZ

Better times ahead for personnel managers?

A FAMILIAR complaint from the harassed manager concerns the profuse amount of legislation to emerge during the 1970s which affected terms and conditions of employment. Bearing the brunt of the responsibility to understand and explain these laws has been the personnel manager—whose status within many companies may have been as a consequence.

So it is interesting to observe a note of cautious optimism as to the prospects of further legislation. It comes in the preface to the recently published third edition of A Critique of Personnel Management, George Thomason, Professor of Industrial Relations at University College, Cardiff, author of the book, writes: "Whilst it would be a rash seer who would predict an era of stability in personnel management and industrial relations, it is distinctly possible that most of the foundations in law and central government policy are now laid for a reasonable period."

There is more 'harmonisation' with European practices to come and that will mean more changes and there remains the need to increase productivity in British industry. But it is now possible to develop a rather longer term perspective on objectives and 'realities in these fields'.

The third edition of this eighty tome, 584 pages, has been revised and re-ordered to reflect the new divisions in the Institute of Personnel Management exams. The book covers a considerable area of ground and provides extensive references for further reading. Although primarily for the student of personnel management, it would clearly be useful to a wider audience as a basic work of reference within a company.

The four main areas which it covers are: employment and placement; employee motivation, performance and development; problems of authority in modern organisations; and the methods and techniques of intervention in organisations; and industrial relations.

A Textbook of Personnel Management by George F. Thomason, published by the Institute of Personnel Management, Price 10 hardback, £7.50 paperback.

Winning name

AST Monday's article on the award-winning design of P.A. International's Palscentre omitted to include the name of the architect responsible; they were Iano and Rogers, 3 Avon Estate, Wymore Road, London, W14.

James Tye explains how safety regulations which came into force this month will have a profound effect on managers throughout industry.

Beware! Safety watchdogs with fearsome bark



"I think the unions are working on the 'safety in numbers' theory"

Tougher

The construction of a unionised "watchdog" apparatus at the workplace — the situation at non-unionised workplaces has been left to voluntary arrangement—makes it far more likely that companies will now have to carry out the letter of the law, or pay the penalty. Under the 1974 Act, directors have been liable to personal prosecution, fines and even imprisonment for failing to keep their workplaces and their employees in safe and healthy order.

The new regulations are supported by an approved Code of Practice and Guidance Notes, both of which are advisory rather than mandatory, but woe betide the manager in default—in the event of prosecution he must show that the relevant provisions of the Code have been followed or that he has complied with the law in some other way. If an accident occurs after a director has failed to accept safety representatives' recommendations he could well find himself facing personal prosecution.

This all adds yet one more

item to the ever-widening range of legislation for which top management and directors have to shoulder legal liability, in practice as well as theory: not only their corporate liability to heavy fines under the Employment Protection Act and the new Consumer Safety Act, but also personal liability under the newly-reinforced Health and Safety at Work Act.

The new regulations put unionised safety reps into a position to make recommendations to management about the health and safety of working conditions, and require management to take notice. If an employer contests that the suggested action is not appropriate or that it cannot be taken, then the Guidance Notes suggest that written reasons should be given to the safety representative or representatives. A union may appoint as many safety reps as it sees fit, consideration being given to the number of hazards present, the degree of risk, and the number of employees involved.

Significantly, under the new regulations, safety reps are not in any way legally responsible for health and safety at work and cannot be held liable under criminal or civil law for anything that they might do or omit to do while acting in their capacity as safety rep.

The Health and Safety Executive is anxious to point out that the object of the Regulations is to develop consultation in health and safety at work. Any dispute over the implementation of these new regulations should be referred to the normal industrial relations machinery of the workplace, the Code recommends.

The essence of the new regulations is precisely that directors will no longer be able, much less afford, to closet themselves in boardrooms and leave inadequately trained first line managers to handle the inevitable onslaught by safety reps. The new safety laws will effectively mean that the buck does not stop until it reaches

the director named in the firm's safety policy.

Even those directors who can point proudly to the fact that their firm has had not only union safety representatives but also safety committees for several years, would be unwise to assume that the new situation holds no terrors for them. The powers under law supplied to the new safety reps will quite radically alter the scope, strength and impact of their safety recommendations. It is not surprising that Bill Simpson, Chairman of the Health and Safety Commission, has described the new regulations as "essential to the full and effective implementation of the Health and Safety at Work Act."

The Trades Union Council has certainly not been slow to realise the implications of the new legislation, and has put nearly 100,000 safety reps through an intensive health and occupational safety training scheme. By contrast, the whole of British industry—and this includes banks, shops and offices

as well as factories and plants—has no more than 1,500 men trained to Diploma Safety Management level—that which the British Safety Council and 300 Members of Parliament see as a minimum requirement for any safety officer.

What, then, are the rights of the safety representative and safety committee? One of the safety rep's statutory functions is to inspect and re-inspect the workplace at least every three months. Management must supply such facilities and assistance as the safety reps may reasonably require, a definition which has to be negotiated at the workplace. If the job of inspection is thought to require the use of noise meters, detector tubes, dust level samplers and the like then management will have to negotiate what is reasonable for it to supply.

The banking profession—not one that you might immediately associate with industrial safety issues—has already run into problems with the installation of expensive visual display

units, which could harm the eyes, if used over excessively long periods of time, or if the machines are badly sited. The big five banks, employing some 250,000 people in Britain, could see the introduction of as many as 12,000-15,000 union safety reps. The safety of visual display units, which are being used increasingly in most banks, could well become an issue, and correction of the faults by fitting non-reflective screens could run into literally millions of pounds.

Meanwhile, senior managers in manufacturing industry could be faced with having to carry the weight of responsibility for the shutdown of entire production systems because of failure to meet adequate safety standards.

The safety rep will be licensed to investigate potential hazards and complaints by employees, dangerous occurrences and the scene of accidents, and make representations to management arising out of such investigations. He must also be privy to those

management documents which are required by the laws relating to health and safety in the workplace, and he will also be the normal recipient of particulars of prohibition and improvement notices from the Health and Safety Executive. The employer is required to allow safety reps time off for training, with pay.

If at least two safety reps request the setting up of a safety committee then the employer is required to do this. He must consult with the reps and the recognised trade unions of the workplace and, in a place where it can be easily read by the workforce, post a notice stating the composition of the committee and the workplaces. Another section of the safety rep's mandate is to make representations to the employer on general matters affecting health, safety or welfare. This could be construed to mean almost anything, and with the backing of the Trade Union movement, representatives could well turn safety issues into political ones if management fails to respond. As Bill Simpson warns, "If management says there will be no disputes—it's rubbish."

So it appears that when Harold Walker, Minister of Employment, recently described the appointment of workers' safety representatives as a powerful influence for reform in safety performance in industry, he was almost guilty of understatement.

Top management is now faced with an inevitable choice: it can either close its eyes and hope that the challenge will die out — and suffer the consequences—or it can welcome the new safety situation as a means of reducing losses, increasing efficiency and establishing better liaison, understanding and co-operation between all levels of the company.

there must be explicit responsibility for health and safety at the highest level within the company.

In defence of management, it has been argued that the regulations about safety representatives and committees are just one more piece of legislation that unfairly adds to the pressure on managers, making their job — to manage — that much more difficult.

Yet, if they only knew it, this one piece of legislation could be the most vital aid in increasing productivity and arresting unnecessary losses. Reportable industrial accidents cost the nation as a whole in excess of £1bn a year and chop 24m man days off our productivity. If all accidents, including those to property, are included, the sum soars to an astronomical £48bn.

Information and measurement are the keys to accident prevention, and the work of the safety representative could be a veritable information treasure chest, enabling management accurately to pinpoint priorities and plan programmes to make companies more efficient. The safest companies in the world — the Duponts and Monsantos — are also the most profitable.

Reacting to the top management complaint about being flooded by excessive information, advice and legislation, the British Safety Council has responded by setting up a special service called Senior Executive Briefings. The aim of the new division is to select from the plethora of information on safety, vital factors of new legislation and fresh techniques, and then inform top managers of what they need to know. New safety representative legislation is a prime example of this category of information. It is also essential that directors ensure that safety officers responsible for carrying out day-to-day safety management are fully trained and equipped to apply the latest techniques.

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James Tye is Director-General of the British Safety Council. The Council has compiled a questionnaire to help measure the competence of companies' safety officers. Address: National Safety Centre, Chancellor's Road, London, W6 9RS. Tel. 01-741 1231.

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Building and Civil Engineering

£15m start on new town in Iran

CONSULTING engineers, Haiste and Partners, are preparing the infrastructure design and will be managing the construction of the £15m first phase of a proposed new town, Jarrahi, near Bandar Shapur in Iran.

Working in association with Hovcraft, Haiste teams in Leeds are preparing landscaping and flood protection projects for the area, roads, water, sewerage electrical and telephone systems and construction of 500 houses, schools and community services.

Site work, which includes the preliminary shifting of more than 500,000 cubic metres of earth, has already started.

Another Iranian project on which Haiste is actively engaged is the infrastructure design and management of construction of a new housing community near Abadan for the Rasta Khiz Co-operative. Contractor for the project, which will provide 750 lower cost houses as the first phase, is Hashimzadeh.

Work on hospitals worth £5m

TWO PRIVATE hospitals for American Medical (Europe) at Harrow and at Windsor, and extensions to St. Mary's, Paddington, London, will add to Holland, Hannen and Cubitts' extensive experience in hospital building.

At Harrow, following an earlier contract for groundwork and foundations, the clinic in Sudbury Hill, when completed in about 18 months at a cost of approximately £3m, will have a 99-bed facility.

American Medical is also

establishing a 58-bed hospital in Osborne Road, Windsor, where the £1m-plus contract calls for altering existing buildings formerly intended as residential accommodation.

Architects for both projects are R. Selfert and Partners, quantity surveyors Widnell and Trollope, and consulting engineers Pelli Frischmann and Partners.

The third hospital contract for which Holland, Hannen and Cubitts Construction (London) has successfully tendered will provide a communications tower for St. Mary's Hospital, Paddington. Financed by the Special Trustees of St. Mary's under the Kensington and Chelsea and Westminster Area Health Authority (Teaching), Cubitts' contract is valued at £474,000.

Lining and shoring trenches

THE GERMAN manufactured Krings modular trench lining and shoring system is to be marketed in the UK by the Building Equipment Division of SGB.

The Krings system, which enables excavation, shoring and lining operations to be carried out simultaneously, comprises of steel lining plates connected horizontally by adjustable spindles. The modules are lowered into a trench as it is being excavated, enabling high rates of lining to be achieved by a single excavator and one labourer with a high degree of safety.

SGB plans to supply the system for hire from its 70 depots or for sale from 133 Copland Road, Trox, Glasgow.

Genstar buys \$91m San Diego site

IN A major development project move, the Genstar subsidiary of Societe Generale de Belgique, has acquired for \$91m land totalling 8,600 acres in the neighbourhood of San Diego, California.

It is co-operating in this project with the Penasquitos company and the area taken over for the development consists of several hundred acres of commercial, residential and industrial buildings. A very large number of dwellings will be built and it is proposed to sell off some of the land to local residential developers.

The decision to take up this project was made because of the remarkable growth of the San Diego area where keen demand for land is anticipated over the

next five to seven years. Genstar has arranged with a Canadian bank for the issue of preference shares to a total of \$100m. These will carry variable interest and will be bought by the bank.

Pure water for brewery

ADVANCED WATER purification technology in plant provided by the Krupp organisation is coming to the rescue of a large brewery in Bremen which has found, over the past few years, that the spring water it had been using for a considerable time to clean beer bottles was being increasingly contaminated with salt water due to the proximity of the Weser. By the end of the year, Brauerel Beck and Co. will be operating one of the largest desalination plants so far built in Germany, with a daily output of 840,000 litres.

The technology used is reverse osmosis, in which the water is forced through a semi-permeable membrane which bars the salt content.

Design is based on the results of two pilot plants which have been operating 14 years, one of 16,000 litres/day within the Republic of Germany.

The Krupp affiliate which is carrying out the work is Maschinenbau of Bremen, a company that can provide pure water with energy required for the process with the environment with less costly than other systems. At the same time, it needs much less than half energy required for systems based on water evaporation.

The designers have found a modular approach which is part of the plant to be taken over for service for maintenance without closing down the content.

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A

Technical Page

EDITED BY ARTHUR BENNETT AND TED SCHOETERS

COMPUTERS

SOS will speed the work

IN ITS latest offerings to the commercial computer market Hewlett Packard has made extensive use of silicon-on-sapphire (SOS) integrated circuit technology, mainly on the basis that it is three to four times as fast as NMOS and consumes less power.

One of the machines, the HP 300, is about the size of a three-drawer filing cabinet. It consists of a 10 x 5 inch display on the top combined with a flexible disc drive; under this unit is a keyboard desk and, below, a base cabinet containing main storage and on-line disc storage.

DEC's new dual floppy

DIGITAL Equipment Company has announced its first dual-density floppy disc. The sub-system, the RX02, accepts either industry-standard, single-density floppies with twice the linear density of standard diskettes.

For use with PDP-8 and PDP-11 minicomputers (including the LS-11 microcomputer), the RX02 is identical in rack size to DEC's previous floppy disc sub-system, the RX01. Each has a maximum capacity of

more than one megabyte. Ability to read from and write to both single- and double-density diskettes is due to program control and a micro-processor in the disc drive controller, which handles single- and double-density discs can be employed in the same twin drive subsystem. Files can be transferred from single- to double-density on the same subsystem, under simple program control.

DEC at Digital House, Kings Road, Reading, Berks. 0735 583355.

Like many machines now coming on to the market the 300 unit is a keyboard desk and, below, a base cabinet containing main storage and on-line disc storage.

Basic price is £24,000, which includes one language, 256k bytes of main error-correcting memory, a 12 megabyte fixed disc, one megabyte of flexible disc and the interactive display. Up to a megabyte of additional memory can be accommodated in the cabinet and up to 240 megabytes of external disc can be "hung on" to the system.

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Real-time language

CORAL 66 for the IBM 370 series is the latest addition to the growing list of compilers from Systems Designers.

Producing a resident compiler for the 370, Systems Designers has available cross-compilers to most other machines. The new compiler will run under the OS operating system and all versions will produce assembler code. An "Official Definition" MASCO (Modular Approach to System Construction and Test) System will be available to users of the CORAL compiler.

The new package compiles standard official definition Coral to assembler code, and has good error recovery and reporting, diagnostic and trace facilities, plus the ability to accept inserts of assembler code.

This is an important step in promoting the Government-backed real-time language since it is thus made available on a significant share of the UK computer population.

Systems Designers, 1, Pembroke Broadway, Camberley, Surrey, GU16 3XH.

HANDLING

High lift for skips

DESIGNED TO give extra reach and versatility is a large capacity skip or container loader with double-jointed arms, which is to be introduced at the Motor Show in Birmingham (October 10-20) by Edbro, Lever Street, Bolton, Lancs BL3 6DJ (0204 58881).

Known as the Tip-a-Lift, it is swing-over side booms with an extra pair of lifting levers in their ends. This is said to give a double-jointed facility for lifting higher than usual, or it can be employed to lift from a lower level than that on which the vehicle stands.

For tipping when high off the ground, the rear bottom edge of the container is restrained so that the contents can be tipped over a wall, or into another vehicle such as a rail truck. The loader can handle loads from 12 to 24 tonnes according to the length of the container.

The company has extended its range of tipper/truck equipment by the addition of a small lightweight front-end model for short vehicles in the two to five tonnes gross weight band. Called the ME20, it weighs only 16 kq and is supplied to body-builders as a ready-to-fit kit.

Automatic lifting in containers

FOLLOWING THE interest shown in hand operated gantry cranes for use in ISO containers, says Anglia Handling Services, the company has proceeded with the development of a powered version which incorporates a specially adapted 24 volt dc motor.

The crane is of the underslung type which allows storage to within less than 20 inches of the container roof. The gantry rails and crane beams are made from

galvanised tubular floor track, and the crab unit and carriages are fitted with easy-ride nylon wheels. During transit the crane is locked in position at the opening end of the container.

A two-way pendant push button and an emergency stop control the hoist unit. Power comes via a festoon cable linking the hoist to batteries mounted on the container, or on the tractor unit, or from an outside source.

The speed of the lift is about 14 feet a minute and its safety features include a safety top limit, immediate braking, auto locking (when the stop button is pressed) and an auto overload cut-out. As with the hand operated crane, cross and long travel are manual operations.

Further from Anglia at Boddington Industrial Estate, Drove Road, Biggleswade, Beds. (Biggleswade 312125).

Soft sling to spread the load

HIGH-SPEED, damage-free lifting of heavy goods in factories, workshops, warehouses, ships, docks and other locations has been made possible by a new type of lifting sling by Safex Equipment of Croydon.

The Safex Flexi-sling is in the form of a continuous tubular loop of double-thickness fabric which encases a thick bank of loose polyester yarn. It is, therefore, free to spread out to cushion the load at points of contact. Kind to operators' hands and extremely gentle to its load, it is amazingly strong, capacities ranging up to 40 tonnes per sling. Standard sizes are from 1 to 24 metres in loop circumference, though special sizes can be manufactured to order.

By the use of multiple slings and/or appropriate bitches, there is virtually no limit to the weight of load which can be handled. Safex is at 12, Cammure Way, Croydon, CR9 4RH. 01-888 6032.

INSTRUMENTS

Gauges tall components

INTRODUCED by Herbert Sigma is a height gauge with 16mm LED digital display able to make measurements on components up to six inches (150 mm) high.

With an overall accuracy of ± 0.01 mm, the instrument has a thumbwheel presetting control on the front panel which enables any dimension to be put on to the display. Thus, dimensions can be checked without reference to base datum and allowance can be made for stylus width in slot measurements.

In addition, actual errors can be indicated if the drawing dimension is pre-set as datum. Zero re-set is by press button.

Called Sigmeasure 150, the height gauge has a granite base (to BS grade A) measuring 300mm square by 50mm thick; the measuring head can be swivelled to the side to enable stepped components to be measured. A variety of probes is available, including 2 and 5mm ball ends, 1mm thick disc tip and an offset tip.

Optionally the gauge can be equipped to give a binary coded decimal output for printers, and foot switch reset.

The company is at Spring Road, Letchworth, Hertfordshire (04626 3841).

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AUTOMATED DESIGN & TESTING

Move by Membrain

MEETING MOVES by major opponents, Membrain, ATE manufacturing division of the Solartron group, has brought out the 8280 in-circuit test system.

In this approach (whereby all components on a printed circuit board itself, are tested individually) it complements the company's existing MB7700 range of micro-computer-based ATE.

In the MB8280, a bed-of-nails is employed to link the unit under test to a measurement module controlled by a 280-based micro controller. Test programs are loaded into the controller memory from floppy disc.

Membrain will undertake the supply of appropriate bed-of-nails with the nails positioned to suit the board under test. Alternatively, it offers a corresponding kit, for the user to conform with his own boards. A copy of the pcb artwork serves as a cutting and drilling template. Writing an in-circuit test program is also a simple task; the program is little more than a list of component positions, values and tolerances.

Membrain, 23, Cobham Road, Ferndown Industrial Estate, Wimborne, Dorset. (0202) 893535.

Fast board layout

QUEST Automation, known for its automated draughting equip-

ment (ADE), has a new auto-routing and data capture package which provides the complete layout design service from circuit schematic diagram to finished printed circuit board (pcb) layout and production package.

ADE serves the electronic industries which use it for design, drawing and production of data for pcb manufacture. Quest's systems, which are mini-computer based, speed up this process by allowing the layout designer to use his skills and let the computer take care of repetitive draughting tasks.

Questar is the latest in a series of packages which are evolutionary developments of Quest's earlier draughting systems. It provides the pcb layout designer with a powerful interactive design aid. As such, it simplifies the process of pcb design to layout sequence and its data capture technique will reduce the time spent at the digitising stage by up to 70 per cent.

The package allows data to be entered at the circuit diagram stage and will then maintain circuit connectivity through gate allocation, component layout, routing (whether automatic or manual) and subsequent editing. This provides a check on the integrity of the final artwork which is then used as the basis of the pcb manufacturing process.

Databases thus created can be post-processed to produce other manufacturing information in the form of numerical control tapes for photolithing, drilling, milling, testing and component insertion. In testing, Questar can produce functional information for later in-circuit tests—a considerable refinement on pre-

vious methods where only pin-connectors were specified. Quest is at Ferndown (0202) 891010.

Analogue boards

HIGH SPEED in-circuit testing of analogue printed circuit boards having up to 128 nodes can be carried out with the 22301 tester put on the market by GenRad.

Able to test a 100-component board in five to 10 seconds the machine, normally run from a "bed of nails" fixture, first tests, under software control, for path-to-path short and open circuits. Identifying each fault by its type and corresponding pin number, limiting value tests are then made on resistors, inductances and semiconductor junctions, each displayed fault appearing in terms of component identification number, actual measured value and the corresponding test nodes.

Together, these assembly and process-related faults account for 70 to 80 per cent of those found on a typical analogue board. By detecting them as early as possible in the manufacturing cycle users can eliminate expensive fault-finding that might otherwise occur during functional testing.

Test programs are kept on magnetic stripe cards, simply loaded; after this, testing is initiated by pressing a button. GenRad is at Bourne End, Buckinghamshire (08285 26611).

In-circuit diagnostics

DIGITAL in-circuit test and diagnostics are being provided within the analogue ATE system manufactured by Racal Automation.

Reliable high speed testing of assembled printed circuit boards, containing both analogue and digital circuit elements, can be achieved by non-technical operators using Racal "Rebate" systems.

Sales target is the electronic equipment manufacturer who recognises the value of presenting for final test only units containing individually tested printed circuit boards known to be correctly assembled with good components.

Basic principle of the new digital capability consists in applying a short duration, high intensity pulse stimulus, in the form of a dynamic truth table, to the digital package under test. This guarantees that the correct input is applied regardless of internal faults within the package. Defects on lines external to the packages, or discrete components, are automatically located within the same overall test cycle.

The input test signal is programmable over a voltage range that will accommodate all commonly-used integrated circuit types including TTL, DTL, NMOS, PMOS and CMOS. Data boards on a wide range of integrated circuit types is stored with the system library and in addition the user can easily extend, update or modify data stored.

The printed circuit board is simply mounted on the jig and the fully automatic test cycle is initiated. Location of a fault is presented to the operator in plain language hard copy as a faulty component or package identification.

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In an associated area, Racal-Redac has secured orders worth £972,000 for interactive design systems for printed circuit boards.

Contracts for the Redac systems were won in the United States, Germany and France in the face of fierce American competition.

Fairchild Industries, Compugraphics and Turpin Systems in the U.S. are takers, as are AEG Telefunken and Siemens in Germany.

Thomson-CSF is the French buyer and in Holland, Applied Control Systems.

All the design systems use auto-interactive techniques to provide the designer with powerful automatic routines for component placing and track routing, in conjunction with fast reacting refreshed graphics terminals. The Redac systems are useful to manufacturers from those designing as few as 30 new boards a year in companies designing the most complex pcbs now in use.

Racal Automation is at Brain-tree Road, Ruislip, Middlesex, and Racal-Redac at Tewksbury, Gloucestershire.

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8 LOMBARD

Arithmetic of hidden power

BY ANTHONY HARRIS

MR. CALLAGHAN'S observation to the trade unions that he knew of "no precise arithmetic definition of responsibility" was a fair enough crack, in its way, but a sinister one too: for it does, in fact, explain the rigidity of the policy against which the unions are rebelling. Ministers have been seduced by precision; and the seduction has been done by civil servants. Restraint, as a general policy imposed by general consent, is a fugitive, imprecise thing, like horse trading (and one can too readily imagine the horse likely to be bought by a syndicate of civil servants). Decimal points mean power.

The power that a Government department can generate given one hard figure for justification was fully revealed in the "secret" memorandum spelling out how phases four, five and six of the would be enforced. Without any way adding in or taking away from the Minister's pronouncements on pay policy, the document went on to elaborate a whole structure of guidelines and possible loopholes with a sadistic relish worthy of the Inland Revenue.

Uneasy

What is at work here is a natural and even laudable reflex of the bureaucratic mind. Civil servants are highly intelligent men, but curiously innocent: they are somewhat out of their depth in the real-world of business, and they know it.

However, civil servants are very good at arithmetic. Figures have a most reassuring objectivity and are beyond controversy. Two and two will make four even in the Minister's constituency; give a civil servant a precise arithmetic definition of your policy, and he will soon give you a startling working definition of what the French call the *droit administratif*—a phrase which cannot be translated into constitutional English.

Numerical expressions which start life as a kind of illustration of a policy objective soon come to take the place of the policy itself. The civil servant's codes, for example, substituted a cost-plus formula for the objective of price restraint. Many manufacturers found the code a convenient justification for raising prices—or at any rate list prices. A discount from the price allowed by the code could be persuasively presented as a bargain.

In pay policy, the percentage norm has not only justified a novel development of administrative power—the black list which has entirely delighted the

officials who run it—but generated a whole counter-arithmetic of so-called productivity deals. The result is highly questionable in economic terms, but this is not really an economic game, but a power play. Numbers are not only useful in conferring administrative authority over the outside world, but in helping Ministers in their own. Perhaps the best example of this is our monetary policy. In no other country is the money supply defined in terms of anything like our own M3. M3 is a very poor measure of anything which an economist might define as money. It is a poor measure of liquidity, because of switches between non-bank holdings of bank CDs and Treasury bills. Both are equally liquid; but CDs are part of M3, while Treasury bills are not. Swings of a billion or two across this frontier have been recorded, as have large swings between bank deposits (inside M3) and building society deposits (outside). It is equally a poor measure of credit creation, because it leaves out the building societies and possible parallel markets. It also behaves perversely, shooting up in a squeeze and falling when money is fed into the system.

However, M3 has one supreme merit: it is directly connected with the public sector borrowing requirement. Whenever it grows too fast, Ministers can be told it is because the borrowing requirement is too big to be financed.

Distaste

This was the reason why the M3 definition was chosen as the right objective for monetary policy. There is growing distaste in the Bank of England, where the present control regime, destroying banking competition, has been adopted with the deepest distaste, but it may prove difficult to woo the Treasury away from a definition which can still be used to bring the Cabinet to heel.

One development on the numbers front suggests a way of reversing the advance. We need to have a declared policy of securing a competitive exchange rate; but since the Treasury has discovered six different definitions of competitiveness, all telling different stories, the policy itself has vanished. So the wise advice to the TUC, the CBI and anyone else concerned to fight off Whitehall marauders is this: whatever you say you want to achieve, preserve your ambiguity as you would your virginity. The price of liberty is imprecision.

THE WEEK IN THE COURTS

The courts intervene in the prison system

BY JUSTINIAN

PRISON administration will be more profoundly and lastingly affected by a decision of the Court of Appeal last week than any episodic event such as the current disturbance at Gartree prison or the ugly riots at Hull prison in August, 1976. It was in fact the latter that gave rise to six former inmates taking proceedings in the courts culminating in last week's decision that uniquely injected a dose of legalism into the prison system.

Until last week the courts had consistently decided that the prison system was exclusively governed by statute and rules made thereunder, and that any intervention by the courts in the management of a prison would be intrusive and impolitic. While it was never explicitly said by the law that a prisoner was by definition without any rights (the usual way was to say that he had privileges that could be withdrawn at the discretion of the Governor) the clear implication was that behind the walls of a prison the citizen's ordinary rights were in abeyance throughout the duration of the prison sentence.

Now at least a prisoner has the right of access to the ordinary courts to challenge the exercise of the disciplinary powers of Boards of Visitors. Whatever the status of a person held in custody, and however attenuated the rights and liberties might be as a result of some punishment inflicted by the criminal courts, the right of recourse to the courts remains unless and until Parliament specifically takes it away.

Now that victory has been recorded, the six prisoners' cases go back to the Divisional Court for it to determine whether in any, or which, of the cases the Hull Prison Board of Visitors had failed to comply with the standards of justice appropriate to disciplinary proceedings in prisons. It is at this point that the real test of the degree of interventionism by the courts will come. What standards will the courts insist upon? Will they crucially decide that a prisoner is entitled to have legal representation before the Boards, a concession that the prison authorities have stoutly declined to make? Irrespective of the winner of that prospective

battle, the ultimate recourse to the courts by prisoners will be indelibly stamped upon the whole relationship between staff and inmate.

The need to maintain order in prison is paramount. Without it neither prisoners nor staff can live in peaceful co-existence. But order is likely to be maintained best when all within the institution feel that the normal precepts of justice are applied to their individual situations. People who offend against the criminal law and are sent to prison can best be taught the virtue of respecting authority if they are given the protection of the law even though their liberty is restricted.

Disregard

So long as prisoners feel that justice is absent from the disciplinary proceedings taken against them by the staff, the system of law enforcement is brought into cynical disregard. From that situation stems resentment at the institution's authority, which in turn may foment into outright hostility and even violence. Much of the disturbances in our prisons in recent years is attributable to the lack of any acceptable complaints procedure for prisoners. The removal of such grievances will go a long way towards a sensible modus vivendi in penal establishments.

One result of last week's decision for the Home Office may be a complete review of the existing regulations for dealing with prisoners' complaints. Too often grievances remain unresolved until they have to be dealt with formally before the Governor or the Board of Visitors applying the disciplinary machinery. A quite modest proposal is to inject a filtering procedure on which both staff and inmates could rely for avoiding the necessity for formal procedures. This would require an initial "clinic" conducted by a single member of the Board of Visitors where prisoners could raise their complaints without the threat that a malicious complaint would lead to disciplinary charges. This conciliatory process is in fact already followed in some prisons. If the complaints remain unresolved, then some arbitration procedure will have

to be applied, and only in the last resort should disciplinary action be necessary.

At the same time as the Court of Appeal's decision, the head of the Dutch prison service, Mr. Hans Tuikens, was in England talking to interested groups and describing the Dutch approach to these problems, which is shown in Holland to be the deliberate policy is to use imprisonment very sparingly and then only for very short terms. This has averted overcrowding, to the point where it has proved possible to deal on a more individualistic basis with the problems of staff-inmate relationships.

In retrospect, the Court of Appeal's insistence upon asserting the ultimate power to supervise, and if necessary to control, aspects of prison administration (so far only in respect of disciplinary proceedings before Boards of Visitors and possibly of Governors of prisons) may mark the advent of a new form of independent inspection of prisons. Indeed, whatever changes are forthcoming, the result is likely to be the establishment of an Ombudsman for Prisons, just as one for the Health Service was found necessary to supplement the work of the Parliamentary Commissioner for Administration (the original Ombudsman).

Regina v. Board of Visitors of Hull Prison, ex parte St. Germain and others, The Times Law Report, October 3, 1978.

Lancia expects to sell more

LANCIA, the specialist car subsidiary of the Fiat group of Italy, expects to sell 12,000 cars in the U.K. in 1978, an 85 per cent increase on the 6,500 sold in 1977, the last year a Motor Show was staged.

At this year's show in Birmingham, Lancia's new three-speed automatic transmission for the Beta range will make its British debut. Developed in association with Britain's Automotive Engineering, it is the first transmission of its type to be built entirely in Italy.

The automatic option will be offered on right-hand-drive cars early in 1979, initially on the Beta 2000ES sedan only. Later it will be extended to the 1600 and 2000 models.

TENNIS BY JOHN BARRETT

Something to shout about from Britain's men

SO AT LAST the British men have given us something to shout about. By defeating the holders, Australia, in the semi-final of this year's Davis Cup competition on the weekend of the 2nd and 3rd October, Jimmy Connors joins the successful Centre, Paul Hutchins' well-balanced team have taken a giant leap forward.

They have achieved more than any national side since that great team of the 1930s who, with Fred Perry and Bunny Austin in the van, ruled the tennis world for four glorious years between 1933 and 1939.

The fact that Australia won the last two singles yesterday—Tony Roche 6-3, 6-3, 6-2 against John Lloyd, and John Alexander 6-2, 6-3, 6-2 against Buster Mottram—was significant only in the manner of the British opposition.

Having been treated graciously by Neale Fraser's losing team, at least it behaved them to give of their best which, sad to relate, they did not.

However, nothing can dim the heroic memory of the first two days. After the singles wins on Friday, Saturday night became a night to remember, a moment to cherish, when Mark Cox and David Lloyd brought down the 1977 Wimbledon champions Ross Case and Geoff Masters 8-6, 6-4, 6-3.

Not for 41 years has Britain been in the final of this international men's team competition. In 1937, with Perry having retired, professional, the successful run in a loose-knit but highly professional team organisation, was ended by America at Wimbledon.

Early next December Hutchins' team will again face the U.S., who completed victory over Sweden in Stockholm yesterday. But even if, as is possible, Jimmy Connors joins the successful Centre, Paul Hutchins' well-balanced team have taken a giant leap forward.

Those of us who saw the manner of this overwhelming win against Australia, believe us, the players themselves do, that anything is possible now.

The credit for this magnificent team effort must go chiefly to Hutchins, and also to Roger Becker, the trainer, for welding together four highly-individual and, at times, difficult characters.

Hard to believe

It is hard to believe now that back in March Buster Mottram—our number one player who laid the foundations of this success—by his mettlesome four-set victory over Tony Roche on the opening day—still had not settled his personal differences with Hutchins that kept him out of the team since the summer of 1976.

Three months later he was still having slanging matches in public with David Lloyd.

By introducing the calming influence of a professional, the success of this team was a foreboding sign of things to come. Now that I have witnessed the miracle of Crystal Palace, I know it is. America beware.

SOCCER BY TREVOR BAILEY

Nottingham Forest head for further successes

NOTTINGHAM FOREST not speed and shoot into the far corner of the net in the only passed Leeds' all-time record of 34 League matches without defeat on Saturday but they did it with style and management has taken a struggling Midlands club and turned it into the best in the land.

In many respects, what Clough and Taylor have achieved at Nottingham is more remarkable than their success at Derby, because Forest had become a footballing backwater at a time when financial pressures were making it increasingly hard for many professional clubs to exist.

Several factors helped them to overcome these problems. This remarkable pair believed season, and a series of injuries in themselves and transmitted to their players, was a disaster. At the same time, confidence to their present, however, only Liverpool have already won the European Cup and last season robbed of the Cup, look to be in the same class.

What is especially satisfactory about the success of Nottingham is that it has been obtained by attractive as well as effective football. As for Wolves, who are better than their lowly position in the table might suggest, they were a delight to watch and their third goal was a gem, something to treasure for a very long time.

The elusive and skilful Gemmill pounced on a mid-field error, slipped and slid a perfectly weighted pass into space for Birtles to pick up at full back.

At Newport on Saturday, the most vital reason for the players of the need to accept absolute discipline without complaint.

Both Derby and Forest are based on doing simple things quickly and well, like releasing the ball at the right moment, consistent and intelligent running off the ball, retaining possession, using the width of the pitch and attacking on a broad front and continuing to try to put the ball in the opposing goal through the pressure of cavalry charges.

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Meet the new Programme Controller for BBC and ITV.



THE PHILIPS N1700 VIDEO CASSETTE RECORDER.

Our N1700 Video Cassette Recorder receives signals directly from your television aerial and records them.

It works rather like an ordinary cassette recorder, but records both sound and vision, so that you can tape entire programmes.

But you'd be wrong if you thought that the N1700 was for people who sit in front of the box all evening.

In fact, the N1700 has been designed especially with the selective viewer in mind.

Because the trouble with being a selective viewer is that sometimes you have to be a little too selective.

You must know the feeling. Often, two excellent programmes clash and you're forced to make a reluctant choice of channels.

Omnibus or News at Ten. The South Bank Show or Match of the Day. Survival or Reginald Perrin.

The N1700 solves the problem.

Since it records the signals from any of the three channels independently of your television set, you can watch a programme on one channel while the machine records the other for you to see later.

The only choice you have to make is which programme to see first.

However, the advantages of the N1700 don't end there.

This may come as something of a surprise but the N1700 will also record programmes while your television set is actually switched off.

So if you happen to have some people over the very same night that the movie you always wanted to see is on, don't worry.

Simply record while the set is switched off. And play it back at a more convenient time.

And that's the perfect cue to tell you about the N1700's unique three-day clock.

Say you went off for a long weekend desperately wanting to see a programme that appeared on the Monday.

With the three-day clock facility you could set the machine precisely to record while you're away.

It will turn itself on, record the programme, and turn itself off. (Again, while your set is switched off).

Finally, of course, you can also record programmes directly as you watch them.

You record them on a range of cassettes up to 2½ hours long. Each of which can be erased and re-used.

And the sound and colour picture quality are superb.

But don't take our word for all this. Visit your nearest dealer and ask for a demonstration.

Simply years ahead



Spink's bid to join London's big three



The Charles I silver Crown struck at Oxford during the Civil War. It is expected to fetch £26,000

The deal was shrouded in mystery from the first rumours of the sale. The main coin of the sale.

however, is the Oxford Silver bought by Spink and Son for the Crown of Charles I. It is now the present vendor.

This coin had been in three famous collections before it was sold at auction for £56 in 1847. More recently it was in the famous R. C. Lockett collection. When the Lockett collection was sold in 1856, the coin realised £760. It was more recently sold in 1974 for £20,000 when it was

Doctors '19% healthier'

BY PAUL TAYLOR

However, the report published by Dr. Robin Murray, senior lecturer in the London Institute of Psychiatry, in the Journal of the Royal College of Physicians, also shows that sick doctors make bad patients and are unlikely to benefit from the health benefits of the profession. benefit from a high socio-economic status, easy access to highly-specialised medical care and perhaps also from a knowledge of health risks.

There are only three causes from which doctors are more likely to suffer than the general

Dr. Murray says that doctor's good health record may be due

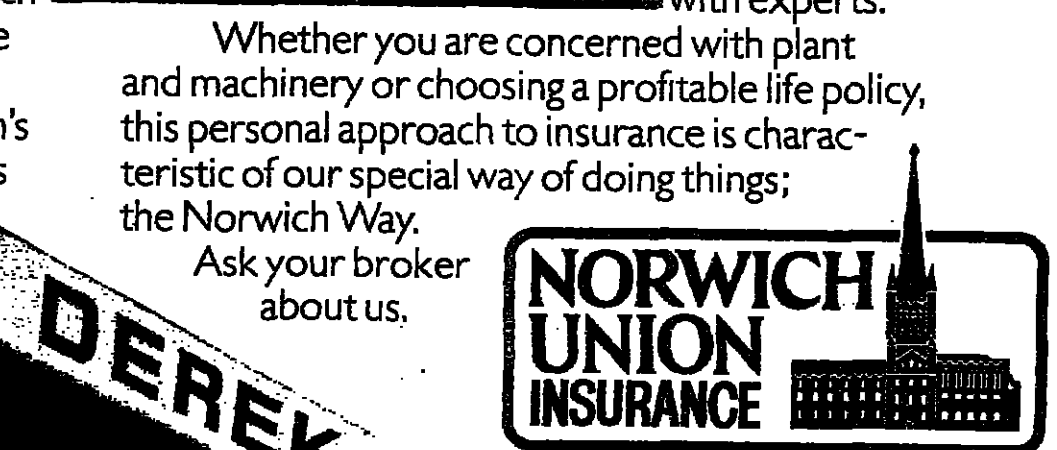
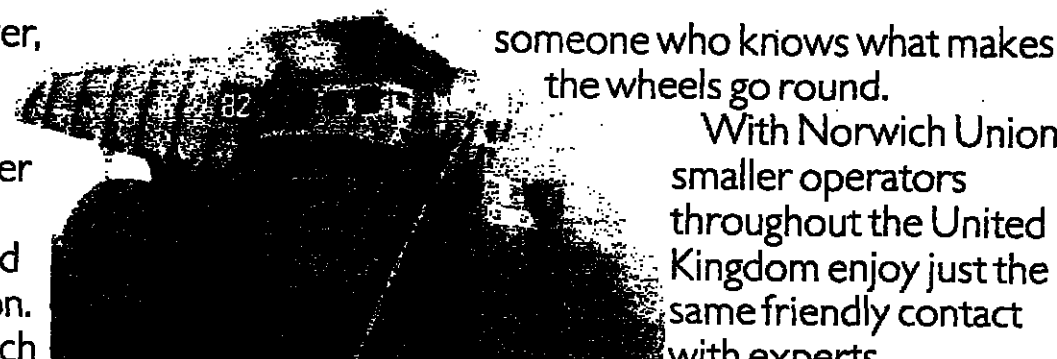
**The Norwich way
is knowing what makes the wheels go round.**

(on the right in the picture above). They appreciate dealing with someone who speaks their language;

With Norwich Union smaller operators throughout the United Kingdom enjoy just the same friendly contact with experts.

Whether you are concerned with plant and machinery or choosing a profitable life policy, this personal approach to insurance is characteristic of our special way of doing things; the Norwich Way.

Ask your broker
about us.



APPOINTMENTS

Board changes at Watneys

Dr. A. H. Button has been property division, has been appointed managing director appointed to the Board of H&F (operations) and Mr. J. W. Stokes Holdings.

has been appointed managing director (trading) of WATNEYS LONDON and deputy chairman of WATNEYS SOUTHERN. Dr. Button takes responsibility for brewing, production and distribution at Mortlake, Isleworth and White-

chapel and for company personnel policy. Mr. Stokes takes responsibility for the company's tenanted business for free trade, marketing and property liability. These appointments have been occasioned by the appointment of Mr. J. H. Stokes as managing and engineering director. Mr. Robin Soames as chairman of Watneys Southern and Watney Mann (West) in addition to his present chairmanship of Watneys London.

Dr. Burton was formerly production and distribution director, Wilsons Brewery, Manchester. Preceding him is Mr. R. B. Webster, latterly production and distribution director, Samuel Webster and Sons, Halifax. Mr. Webster is deputy chairman of the management of Watneys, having previously been managing director. He is succeeded by Mr. J. H. Mansell, former managing director of Watneys.

Two groups of companies formerly operating as the Tame division and the Bradford Breck Holdings division of The Paper Mills Co. Ltd. have been restructured into a single division which will be known as Texels. The companies within the division will continue to operate as separate units. Chief executive of the division is Miss Ann Mansell, who

Mr. A. K. Slipper, previously managing director of the company's health and chemicals division, has been transferred to become deputy managing director of CADBURY SCHWEPPE'S tea and drinks division at Bourneville. Mr. Mervin Thompson is promoted to managing director of health and chemicals division, which comprises Jeyes, Theford, and plants at E. Kilbride in Scotland and at Middleton in plastics in the Inter-pan European Chemicals International Bracket and Windermere in Somerset; Jeyes, Ireland; Dublin; and Jeyes Overseas.

LIFORD has confirmed the appointment of Mr. John S. Fraser as chief executive and managing director of the company. This follows the appointment of T. W. Parton as head of Ciba-Geigy Agrochemicals Division, which was transferred from Albion Chemicals Limited to ICI.

Knecht, currently head of ICI Lumière Company in France, will succeed Mr. Fraser as managing director, and as a member of the Liford group, will chair the new advisory management committee, also with

R.F.D. GROUP announce that Mr. G. B. Davies, chief executive of its special products division, has been appointed a director of the group.

Mr. John Thomson has been appointed managing director of MATERIAL RECOVERY, a company formed and financed by Metal Box, the British Steel

The following appointments have been made to the Board of MIDLAND BANK FRANCE:

M. Herré de Carmoy, chairman of executive Board, Mr. Andre Marinex, executive director and general manager, Mr. Alexander L. Dembich, executive director, Mr. Hans-Joachim von Koltze, executive director.

Corporation and Batscheln Robinson to recycle tin can from domestic refuse, Mr. Thom son has been over from Mr. K. D. Delley who takes up his appointment as general of the FOOD PRESERVATION RESEARCH ASSOCIATION at Chipping Campden on November 1. Mr. Thompson is at present marketing manager of the general line group of W...

Director. Mr. Francois Seurre has been appointed company secretary.

★

Having reached retirement age, Mr. Leonard A. Maybury, group deputy chairman, has resigned from the Board of L.C.P. HOLDINGS. He will continue as a director, representing the insurance companies within the distribution division and will remain chairman of Herefordshire Fuels and deputy chairman of Patriots Oil, associate companies of the group. Mr. T. B. Bletney, group deputy chairman of L.C.P. selected chairman of L.C.P. improvements. Mr. Stephen Barclay, managing director of the

Metal Box.

AIR WALES-CYMRU, the Principality's Cardiff-based carrier, announced the appointment of Mr. D. S. Greenwood as general manager-commercial. He will be responsible for the airline's commercial affairs, including planning, marketing and budgetary control. Joining Air Wales from a senior position on the commercial planning staff of British Airways.

★

Mr. Norman P. Appleton, Mr. David R. Fraser, and Mr. Peter J. Woodward have been appointed directors of CYMRU AND STAFF, CYMRU.

FINANCIAL TIMES

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 Telephone: 01-248 8000

Monday October 9 1978

Brighton via Blackpool

WHATEVER ELSE may be quences. The first is that the said about the Labour Party Conference in Blackpool last week, at least it faced, even if it did not resolve, the central questions of incomes policy and inflation. Resolution was perhaps impossible, but it would be a mistake to assume that Mr. James Callaghan, the Prime Minister, has returned from the seaside a totally defeated man.

Indeed there was one sense in which the conference achieved a result beyond its wildest nightmares. The 5 per cent pay policy was rejected by a majority of more than two to one, but Mr. Callaghan's determination to keep down the rate of inflation apparently lives on and may even have become stronger.

Monetarism

The Prime Minister told the conference on Tuesday—and repeated the message on television later in the week—that if the five per cent policy is broken and inflation begins to rise in consequence, the Government "will take offsetting action... through monetary and fiscal measures." Least there is any doubt about what that means, he went on to spell it out in his Blackpool speech. A decision to reduce the level of monetary expansion, he said, "will have an impact on companies' liquidity—indirect, but obvious, but it will be there. It will have an impact on the level of wages they can pay. It will have an impact on the number of employees they can take on their books, or keep on their books."

It is less than clear how far those words have yet sunk in. Even among those trades union leaders who may have understood them, there is a tendency to believe that Mr. Callaghan will neither wish nor dare to put such a policy into effect. All the available evidence, however, suggests that he means what he says. The Prime Minister's number one priority now is to control the rate of inflation, even if it means adopting the policies advocated by Sir Keith Joseph and seeing unemployment rise as a result. There are several consequences. The first is that the Tories meeting in Brighton this week. They are thinking in terms of a summer—rather than the approach rejected by the unions this summer—a kind of German-style concerted action with the Government setting a norm—pure monetarism, and a virtual return to free collective bargaining as demanded by the unions. It is important now to know where the party stands. The unions, after all, are no more likely to accept the German model under the Tories than they have been under Labour. Equally it would be irresponsible for Mrs. Thatcher to say, as she has sometimes hinted, that if the unions want free collective bargaining, they should vote Conservative. Somehow a balance has to be found between monetarism and voluntary restraint. Mr. Callaghan is at least groping in that direction and the Tories would be unwise to sneer, for they may soon inherit his problems.

Irresponsible

There are consequences, too, for the Tories meeting in Brighton this week. They are thinking in terms of a summer—rather than the approach rejected by the unions this summer—a kind of German-style concerted action with the Government setting a norm—pure monetarism, and a virtual return to free collective bargaining as demanded by the unions. It is important now to know where the party stands. The unions, after all, are no more likely to accept the German model under the Tories than they have been under Labour. Equally it would be irresponsible for Mrs. Thatcher to say, as she has sometimes hinted, that if the unions want free collective bargaining, they should vote Conservative. Somehow a balance has to be found between monetarism and voluntary restraint. Mr. Callaghan is at least groping in that direction and the Tories would be unwise to sneer, for they may soon inherit his problems.

Eyes left in Sweden

SWEDEN'S experiment with non-Socialist government, for the first time in almost half a century, looks as if it has failed. With last week's resignation of Mr. Thorbjörn Fälldin, after two years as Prime Minister, the stage has been set for a return to power by the Social Democrats led by Mr. Olof Palme. But Mr. Palme will probably have to wait awhile for his moment of triumph. The Social Democrats are short of an overall parliamentary majority, and elections are not due for another 11 months. The immediate prospect is a period of minority government by the two other non-Socialist parties, the Moderates (conservative) and Liberals, short of Mr. Fälldin's Centrists. With the Social Democrats riding high in the opinion polls, none of the non-Socialist parties wants an early election. Mr. Palme's chance would then come next September when an election has to be held under the country's rule that governments must seek new mandates every three years.

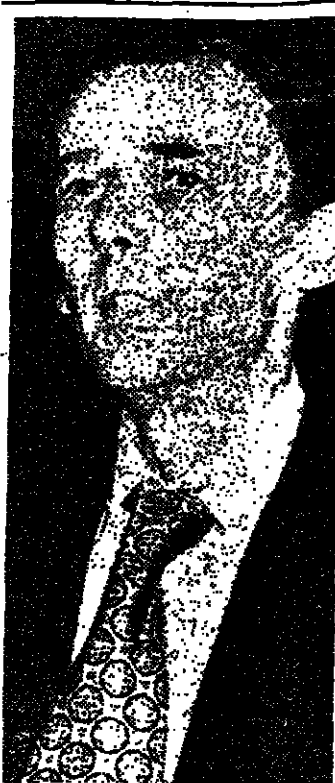
Energy

The non-Socialist coalition always contained the seeds of its own destruction. Mr. Fälldin was swept to power two years ago on a wave of opposition to Sweden's expanding nuclear energy programme, one of the most advanced in the world. But his two coalition partners had never hidden their support for the programme and it was always clear that the moment of truth could not be indefinitely delayed.

Yet the non-Socialist coalition was always an unhappy one. The three parties are all committed to dismantling parts of the socialist state built up over the last 44 years, but their priorities are different. The Moderates want to go further than the others in reforming the tax system, while the Liberals attach more importance to the welfare of the country's economy and jobs. Among the many who feel that the party should be supporting, and trying to have not managed to convince influence, a coalition with the majority of Swedes of the Social Democrats, along the lines of the SPD-FDP alliance government.

The Stock Exchange prepares to defend its rule book

BY NICHOLAS COLCHESTER and RICHARD LAMBERT



Mr. Nicholas Goodison, Chairman of the Stock Exchange



Mr. Gordon Borrie, Director General of Fair Trading

THE COUNT-DOWN TO THE COURT

1973—The Fair Trading Act includes a provision for the registration of restrictive practices in the service sector.

1974—The Restrictive Trade Practices Legislation is formally changed to make registration of such practices in the service industry necessary.

1977 April—The Stock Exchange Rule Book, which defines how British securities are listed and traded, is registered with the Office of Fair Trading.

1977/78—The OFT spends 18 months considering this rule book in an exploratory stage. The Stock Exchange undertakes to make its attitude plain by the end of October. If it then refuses to abandon its rules, and fails to avoid or delay the process, an appearance before the Restrictive Practices Court becomes inevitable and the rest of this time table is triggered.

1978 November/December—The Stock Exchange gets together with the OFT to decide the programme of the investigation.

1979 Spring—The Stock Exchange's lawyers explain to the OFT the broad outlines of the SE's defence.

1979 Summer—The OFT replies in general terms.

1979 Summer—Autumn 1980—The two sides exchange increasingly involved arguments going into the SE's affairs in detail: the probability of its membership, its role in the economy, the effect of changing the rule book on the primary and secondary markets for securities.

1980 October-March 1981—A Restrictive Practices Court hearing begins, which could last between 8 and 10 weeks. The proceedings become formally "public" for the first time. Both sides call witnesses from among City experts and market users. The case is tried by a judge together with a panel of assessors chosen by the Lord Chancellor.

quality of securities quoted on the Exchange. The rest of the restrictions are rather loosely connected "club rules," some patently obsolete, through which the Exchange controls the activities of its membership.

The nub of the Stock Exchange's arguments in defending these rules is that they are the necessary ingredients of self-regulation. It claims that the four pillars of a self-regulated market are: single capacity—to ensure that the investor pays a fair Stock Exchange price for securities; the listing requirement—to preserve the quality of securities; a "compensation fund"—to protect the investor from the collapse of a member firm; and fixed commissions—to preserve single capacity and the compensation fund.

Not found in other markets

The first pillar is a refinement which the investor will not find in other major stock markets, nor, indeed, in most other areas of buying and selling. The public is normally encouraged to ask prices, and advice from salesmen in the form of both. Brokers only buy from, and sell to, jobbers. Jobbers cannot deal directly with the public.

The second rule is that brokers charge fixed minimum rates of commission to act as the agents of the investing public in buying and selling securities. Another two restrictions cited by the OFT are bound up with the "listing requirement" through which the Exchange monitors the

"voluntary" standards adopted by members and applied to securities become, in effect, advantages. The third is that the restriction is reasonably required for the maintenance of another restriction found not to be contrary to the public interest.

Although the restrictions bound up with self-regulation might be coaxed through these gateways there are other rules, in the list sent round by the OFT, which could well prove harder to defend. Why, for example, should SE members have to seek SE permission to diversify? Why should there, in effect, be a "black list" of persons with whom SE members are not allowed to trade? Why may not brokers establish branch offices without the consent of the Council, or supply valuation services except in accordance with a minimum scale of charges?

Nor can it be assumed that the Stock Exchange's restrictions are universally popular with its users. In response to the inquiry from the OFT, the National Association of Pension Funds has set up a special case committee which is trying to reconcile the widely differing views of its members. The British Insurance Association is not attempting to come up with any agreed statement and is leaving it to individual members to say what they think.

The majority of institutions would view with alarm any attempt to introduce negotiated, as opposed to minimum, commissions and are not anxious to see any change in the single capacity system. The precedent set on Wall Street, where a painful move to negotiated commissions three years ago triggered off a dramatic contraction in the broking fraternity, is invariably cited as a vague example of what could happen in London. Most institutions want to preserve the protections provided by the jobber/broker split, by the compensation fund, and by the existing regulatory system.

There is, however, a strong feeling among some insurance and pension funds that with today's commissions they are paying for a wastefully large broking fraternity and for an unnecessary quantity of re-arranging of deck chairs while the ship sinks. Some would like to see commissions "unbundled." This would mean that a fixed scale of minimum commission would be preserved for dealing and for settlement, but that extra services, notably research, would be paid for on a fee basis.

A more general view is that users of the Stock Exchange should have a much stronger say in the level and structure of commissions than has been the practice in the past. Funds as Britain's central securities market, is a monopoly. But they argue that a monopoly needs to be controlled and that the only people who can do that are either the users or, more threateningly, an independent body.

External pressures may ultimately force a change in the Stock Exchange's dealing system. But what the Exchange's management most fears is the automatic, competition-orientated bias of the Restrictive Trade Practices Acts will force the Exchange to abandon its current system of trading suddenly and without any consideration of what should follow it. The consequence could be not only a painful interlude for the Stock Exchange's membership, but merely a dislocation of the way in which industry and government raise funds, but also the collapse of the system which keeps the whole fraud-prone business on the straight and narrow.

Resigned to adapting

In fact the Stock Exchange appears to be resigned to adapting itself quite substantially in order to pass through the OFT machinery with its most vital features intact. Commission rates are currently being reviewed. There is a fair chance

MEN AND MATTERS

Gentlemen at arms

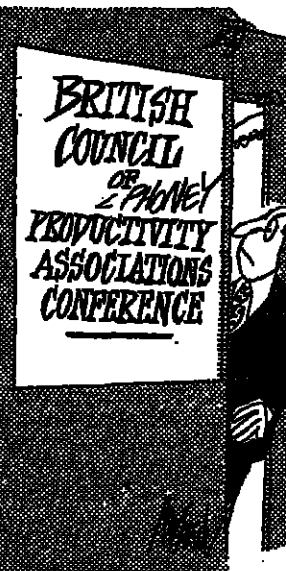
"Cheer up! Labour can't hang on for ever," was the message which greeted Labour delegates who strolled along the promenade last week. The Tories had decided that the Labour conference was the ideal occasion to launch their latest political poster in all its 48-sheet-size glory. It was, they tell me, "only a very gentlemanly dig."

Their earlier poster on unemployment had led to some counter-offers in Blackpool saying "Labour isn't working, the Tories never will."

When I asked the Conservative Central Office how they reacted to this imputation of idleness the reply was a bland: "Rather amusing." The Tories felt that such posters only served to underline their original point and commented that there was no need to cap it. Did the Conservatives not fear a counter-attack in Brighton next week? "If they have anything to say, that would be wonderful. We would love to hear it," the Conservatives said, as urbane as ever. But this seems unlikely. When I asked the Labour Party if there would be a round two in this battle of the conferences I was merely told: "What a good idea. We will certainly consider it. Do you have any suggestions?"

For old times' sake

The Lord President of the Council has had a rough Press from the Left following his setting the stage for the Prime Minister's fresh demands for pay policy. The New Statesman contented itself with running excerpts from Michael Foot's speech to the Labour conference of 1968. "Unemployment, then 500,000, was 'intolerable' and real socialist alternatives essential. The Statesman felt no comment was necessary.



Cautionary tale

And now a voice from across the sands. Writers in the West have been ignoring the growing sense of frustration in the Middle East over the "cavalier" treatment of foreign exchange problems. So the magazine *Dixons* Wal-Alam, published monthly by the Ministry of Finance and Petroleum in the state of Qatar, tells us this month, adding that Western writers often speak as much on behalf of establishment opinion in their own countries as do the writers in totalitarian countries of the Eastern bloc.

The magazine "does not necessarily represent the opinion of the Ministry" but it is particularly aggrieved about two points not often aired in the West. The first is the way that West German finance ministry officials have been openly saying that a decline in the dollar is not so bad as it reduces America's real oil import bill but "completely disregards the fact that it is also cutting the revenues of the oil producing states in real terms."

Its second bone of contention is the speculation in the West about whether this or that member of OPEC was a hawk or a dove. "Mid-summer hysteria," it read, over whether the Arabs were actively considering a new oil embargo, but not much heed has been given to the profes-

sional economists in the West who argue in favour of a steady escalation in the price of oil through the end of the 1970s so as to prevent another price explosion in the 1980s.

Watch out, the magazine writes, the way world trade and the dollar's strength are going it may soon be impossible to distinguish between a hawk and a dove.

You have been warned.

Medical militance

The British Medical Association, founded in 1832 and still going strong, is now taking one of the more radical steps in its history, that of appointing doctors' "shop stewards." Of course, as befits the cautious guardian of our doctors, these new appointees will not have any such name. Instead POWARs is what they are to be called, an acronym for Place of Work Accredited Representatives. Letters have now gone out to the BMA's local divisions asking for these to be appointed.

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Observer

FINANCIAL TIMES

Eurobond Quotations and Yields

AIBD

THE ASSOCIATION OF
INTERNATIONAL BOND DEALERS

At 29th SEPTEMBER, 1978

The Association of International Bond Dealers (AIBD) compiles current market quotations and yields for Eurobond issues. These quotations and yields are published monthly by the Financial Times. The Association's prices and yields are compiled from quotations obtained from market-makers on the last working day of each month: there is no single stock exchange for Eurobonds in the usually recognised sense—secondary market trading business is done on the telephone between dealers scattered across the world's major financial centres. Membership of the AIBD (which was established in 1969) comprises over 150 institutions from about 27 countries.

A key to the table is published opposite.

Eurobonds in September

BY FRANCIS GHILES

September 1978 could well turn out to be the slackest trading month the Eurodollar sector has witnessed this year: prices have weakened but there has not been the slightest sign of panic. Considering the bad news on the U.S. interest and currency front, the market's reaction has been very calm and the fall in prices very moderate.

Federal Fund rates reached the 8½ per cent level at the end of September and were set to rise higher. Short term U.S. interest rates have continued to climb. The U.S. prime rate is now expected by most dealers to top the 10 per cent mark this month. The feeling in the market contrasts sharply with that of one month ago when many dealers thought interest rates had peaked out and the dollar would stabilise. This has not been the case: the pessimists have been proved right and it is not President Carter's remark to the effect that interest rates were "too high" and that he would "hate to see them go higher" which is going to carry the conviction of the market.

The attraction of holding dollar denomi-

nated bonds remains slim but then the attraction of issuing new ones is equally questionable.

The result is one of precarious equilibrium: despite the corrections in prices of the past two or three weeks, the yield on long maturity dollar bonds was still only 9.5 per cent at the end of September compared with a six month Eurodollar rate of 10 per cent.

With one or two exceptions, new issues this month have taken the form of convertible bonds or floating rate notes. One of these, for the Bank of Tokyo was of particular interest in that it focused attention on the delicate question of commissions. The selling group commission was the usual 1½ per cent but both the management and the underwriting fees were reduced from ½ per cent, the norm to ¼ per cent, thus making a grand total of 2½ per cent.

Some Continental banks refused to come into the management group on the grounds that for such a small issue and for such a borrower, a cut in fees was unwarranted. The lead manager, S. G. Warburg, argued, however, that this borrower was a prime name and that the

amount of the issue should not be a decisive factor in deciding the level of fees.

With the dollar weakening and few new dollar denominated issues being floated, it comes as no surprise that the DM sector had a good month. Prices have moved sharply up, as has the volume of new issues. Japanese convertibles were definitely the star performers in after-market.

At the beginning of September, the fall in the domestic interest rate in Germany, when everybody was expecting a rise, helped the bond market. Later on the weakness of the dollar gave it a further boost and by the end of September Swiss investors were back buying in force for the first time in some months. The result was predictable, with a number of issues moving to a premium in the secondary market. The calendar of new issues is due to be discussed at this week's meeting of the Capital Markets sub-committee and nobody would be surprised by a further increase in the volume of new issues for October–November.

There is already talk of a DM150m convertible for the Sharp Corporation next month which, if confirmed would represent one of the biggest convertibles ever for a Japanese company in the DM sector, a further confirmation of how buoyant this particular corner of the market is today.

The French franc sector reopened after a two-and-a-half year closing period: the reaction to the first issue to be floated, a FFr 200m for EIB managed by Credit Commercial de France was at first mixed.

The issue went to a discount in the after-market but by last weekend the price had recovered: the bonds which had been off-loaded into the secondary market the week before last were easily placed and demand, especially from outside France, appears to have been good. Critics of the issue argued that the maturity was too long (10 years) and the terms too tight which was perhaps inevitable as the EIB is known to insist on very tight terms.

The lead manager was also unlucky in that the French franc weakened the very week the issue was announced and interest rates on the Eurofranc moved up appreciably.

Some Paris bankers would have liked to see the sector reopened much earlier in the year but failed to convince the Ministère des Finances of their case. The delay before the market was reopened thus dragged on and ill fortune struck. However, the issue is a long way from being a disaster: it was being quoted at 98-98½ last Friday, which is a very honourable level. Other issues can be expected in the months to come but probably at no faster rate than at the rate of one every four weeks or so.

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The table of quotations and yields gives the latest rates available on 29th September, 1978. This information is from reports from official and other sources which the Association of International Bond Dealers considers to be reliable, but adequate means of checking its accuracy are not available and the Association does not guarantee that the information it contains is accurate or complete.

All rates quoted are for indication purposes only and are not based on, nor are they intended to be used as a basis for, particular transactions. In quoting the rates the Association does not undertake that its members will trade in all the listed Eurobonds and the Association, its members and the Financial Times Limited do not accept any responsibility for errors in the table.



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Our trading department is making markets in all French franc eurobonds as well as in US dollar floating rate notes.

For any information or quotation, please contact our dealers:

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the 1990s, the number of people in the world who are under 15 years of age is expected to increase from 1.1 billion to 1.5 billion. The number of people aged 65 and over is expected to increase from 200 million to 400 million. The number of people aged 15 and over is expected to increase from 3.5 billion to 4.5 billion. The number of people aged 15 and over is expected to increase from 3.5 billion to 4.5 billion. The number of people aged 15 and over is expected to increase from 3.5 billion to 4.5 billion.

Dutch Masters in Banking

ISSUED/ ESTIMATED (\$ MM)	YEAR OF ISSUE	ISSUE PRICE	BORROWER/ COUPON MATURITY	PRICE	LIFE/ AVERAGE LIFE	YIELD TO MATURITY YIELD TO AVERAGE LIFE	CURRENT YIELD	YIELD TO NEXT CALL YIELD TO CALL PRICE	CALL TO NEXT CALL NEXT CALL DATE	NET SPREAD (BID-ASK)	DELIVERY/ SECURITIES LEADING	MARKET MAKERS
US DOLLARS-PLEASANT RARE (CONTINUED)												
25.00	1978	100.00	AT&T DOLLARS-PLEASANT RARE 5-17/16 9-1/32 22/11/1981 S	98 5/8	4.90	9.37	100.00	30C	1980	30	SP	SP 176 225 205 914 915
100.00	1977	100.00	9-1/32 22/11/1981 S	98 1/4	4.84	10.26	100.00	30C	1981	30	SP	SP 417 ***
30.00	1977	100.00	AMERICAN B&B 6-7 1/2/16 10-1/32 24/11/1981 S	98 1/4	5.68	8.03	100.00	30C	1981	30	PO	PO 435 ***
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100.00	1978	100.00	AMERICAN B&B 6-7 1/2/16 10-1/32 24/11/1981 S	98 1/4	5.68	8.03	100.00	30C	1981	30	PO	PO 435 ***
25.00	1977	100.00	AMERICAN B&B 6-7 1/2/16 10-1/32 24/11/1981 S	98 1/4	5.68	8.03	100.00	30C	1981	30	PO	PO 435 ***
30.00	1977	100.00	AMERICAN B&B 6-7 1/2/16 10-1/32 24/11/1981 S	98 1/4	5.68	8.03	100.00	30C	1981	30	PO	PO 435 ***
100.00	1978	100.00	AMERICAN B&B 6-7 1/2/16 10-1/32 24/11/1981 S	98 1/4	5.68	8.03	100.00	30C	1981	30	PO	PO 435 ***
25.00	1977	100.00	AMERICAN B&B 6-7 1/2/16 10-1/32 24/11/1981 S	98 1/4	5.68	8.03	100.00	30C	1981	30	PO	PO 435 ***
30.00	1977	100.00	AMERICAN B&B 6-7 1/2/16 10-1/32 24/11/1981 S	98 1/4	5.68	8.03	100.00	30C	1981	30	PO	PO 435 ***
100.00	1978	100.00	AMERICAN B&B 6-7 1/2/16 10-1/32 24/11/1981 S	98 1/4	5.68	8.03	100.00	30C	1981	30	PO	PO 435 ***
25.00	1977	100.00	AMERICAN B&B 6-7 1/2/16 10-1/32 24/11/1981 S	98 1/4	5.68	8.03	100.00	30C	1981	30	PO	PO 435 ***
30.00	1977	100.00	AMERICAN B&B 6-7 1/2/16 10-1/32 24/11/1981 S	98 1/4	5.68	8.03	100.00	30C	1981	30	PO	PO 435 ***
100.00	1978	100.00	AMERICAN B&B 6-7 1/2/16 10-1/32 24/11/1981 S	98 1/4	5.68	8.03	100.00	30C	1981	30	PO	PO 435 ***
25.00	1977	100.00	AMERICAN B&B 6-7 1/2/16 10-1/32 24/11/1981 S	98 1/4	5.68	8.03	100.00	30C	1981	30	PO	PO 435 ***
30.00	1977	100.00	AMERICAN B&B 6-7 1/2/16 10-1/32 24/11/1981 S	98 1/4	5.68	8.03	100.00	30C	1981	30	PO	PO 435 ***
100.00	1978	100.00	AMERICAN B&B 6-7 1/2/16 10-1/32 24/11/1981 S	98 1/4	5.68	8.03	100.00	30C	1981	30	PO	PO 435 ***
25.00	1977	100.00	AMERICAN B&B 6-7 1/2/16 10-1/32 24/11/1981 S	98 1/4	5.68	8.03	100.00	30C	1981	30	PO	PO 435 ***
30.00	1977	100.00	AMERICAN B&B 6-7 1/2/16 10-1/32 24/11/1981 S	98 1/4	5.68	8.03	100.00	30C	1981	30	PO	PO 435 ***
100.00	1978	100.00	AMERICAN B&B 6-7 1/2/16 10-1/32 24/11/1981 S	98 1/4	5.68	8.03	100.00	30C	1981	30	PO	PO 435 ***
25.00	1977	100.00	AMERICAN B&B 6-7 1/2/16 10-1/32 24/11/1981 S	98 1/4	5.68	8.03	100.00	30C	1981	30	PO	PO 435 ***
30.00	1977	100.00	AMERICAN B&B 6-7 1/2/16 10-1/32 24/11/1981 S	98 1/4	5.68	8.03	100.00	30C	1981	30	PO	PO 435 ***
100.00	1978	100.00	AMERICAN B&B 6-7 1/2/16 10-1/32 24/11/1981 S	98 1/4	5.68	8.03	100.00	30C	1981	30	PO	PO 435 ***
25.00	1977	100.00	AMERICAN B&B 6-7 1/2/16 10-1/32 24/11/1981 S	98 1/4	5.68	8.03	100.00	30C	1981	30	PO	PO

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هكذا من الأصل

ISSUERS/ ESTIMATED YIELD TO MATURE IN PERCENT	BORROWER/ COUPON MATURITY	PRICE	LAST CALL YIELD TO MATURE IN PERCENT	CURRENT YIELD	YIELD TO NEXT CALL NEXT CALL PRICE	CALL NOTICE PERIOD IN MONTHS	NEXT CALL DATE	NEXT PAID AMOUNT	RISK RATING	SECURITY GUARANTEE	LEAD MANAGER	MARKET MAKERS
FINANCIALS (CONTINUED)												
60.00	1977 PIERSON BELMONT PIERSON 95.75 7.25 17 4/1/1982	96 5/8	3.47	6.23	7.50						SP	254 ***
40.00	1976 PIERSON BELMONT PIERSON 96.25 10.00 15/11/1981	101 3/4	3.01	6.25	8.54						SP	254 ***
60.00	1977 SAGORANT 95.50 10.75 15/11/1979	102	3.15	6.75	10.00						SP	254 ***
60.00	1975 RACE RESERVE TRUST 95.25 8.25 15/1/1981	101 1/2	2.44	5.21	9.11						SP	237 ***
35.00	1977 REGIONAL TRST FUND 95.50 9.25 15/11/1979	99 1/8	4.21	5.43	6.37						SP	245 ***
70.00	1978 REPUBLIC OF AUSTRIA 95.75 7.25 15/11/1984	96 1/2	6.13	7.09	9.51						SP	238 ***
70.00	1975 REPUBLIC OF AUSTRIA 100.00 8.25 15/11/1982	100 1/8	3.79	6.19	6.24						SP	238 ***
75.00	1978 REPUBLIC OF AUSTRIA 100.00 9.25 15/11/1982	102 3/4	3.43	6.25	8.00						SP	237 ***
75.00	1978 REPUBLIC OF AUSTRIA 95.50 7.50 15/11/1982	95 5/8	4.75	6.25	7.84						SP	237 ***
50.00	1978 REPUBLIC OF AUSTRIA 95.00 10.25 15/11/1981	101 1/2	1.21	6.82	10.10						SP	237 ***
75.00	1978 S&W-C 100.00 7.25 15/1/1981	97 7/8	3.71	6.63	7.92						SP	245 ***
60.00	1975 S&W-C 100.00 9.00 15/1/1981	100 7/8	3.54	6.56	8.23						SP	245 ***
60.00	1973 SCHENKEL TRUST 100.00 6.75 15/1/1980	97 1/4	1.74	6.21	6.95						SP	237 ***
30.00	1975 SCHENKEL TRUST 100.00 8.25 15/11/1982	99 1/4	3.50	6.18	8.31						SP	238 ***
60.00	1975 SCHENKEL TRUST 100.00 8.75 15/1/1981	99 3/8	2.67	6.59	8.81						SP	245 ***
40.00	1975 SHY 95.50 8.50 15/11/1980	100 1/4	1.84	6.22	8.99						SP	238 ***
60.00	1972 SLATER VALLEY 100.00 8.25 15/1/1980	99 3/2	3.74	6.67	8.28						SP	245 600 610 612
50.00	1973 SOUTH BAYVIEW TRUST 95.50 7.50 15/11/1981	98 1/8	1.38	6.74	7.39						SP	237 ***
60.00	1972 SPERRY RAND 100.00 6.50 15/11/1979	98 1/2	5.00	9.22	9.60						SP	238 ***
30.00	1975 STAGANOR BRANDS 100.00 8.50 15/11/1978	99 1/8	1.60	6.33	6.82						SP	238 ***
30.00	1974 SWEDISH EXPORT CREDIT 95.75 8.50 15/11/1983	99 5/8	1.00	6.23	8.28						SP	238 ***
60.00	1975 SWEDISH INVESTMENT BANK 100.00 9.25 15/11/1981	101 3/4	3.50	6.62	9.09						SP	238 ***
60.00	1972 TEBROAT ATLANTIC 100.00 8.25 15/11/1979	98 3/4	4.44	6.62	8.37						SP	237 601 610 612
50.00	1972 TEBROAT ATLANTIC 100.00 8.25 15/11/1979	98 3/4	1.13	6.02	6.64						SP	238 ***
50.00	1975 TRIGGERS INVESTMENT 95.50 8.50 15/11/1982	100 3/8	3.62	6.50	8.27						SP	237 ***
30.00	1977 ULLAPPEL 95.50 10.50 15/11/1978	101 1/8	4.46	6.05	10.16						SP	238 ***
70.00	1972 UNITED STATES TRUST 95.50 8.25 15/11/1982	98 3/4	3.74	6.39	8.32						SP	237 238 ***
30.00	1972 U.S. GOVERNMENT 95.50 10.00 6.25 11/10/1978	96 1/2	1.01	11.11	6.36						SP	238 ***
30.00	1975 U.S. GOVERNMENT 95.50 10.75 11/11/1978	101 3/8	4.22	10.28	10.00						SP	238 ***
30.00	1976 WORLD BANK 95.00 8.00 15/11/1983	99 3/8	4.33	8.61	8.05						SP	237 ***
FIRM COMPOSITE EBIT												
60.00	1975 PIERSON BELMONT PIERSON 95.75 7.25 17 4/1/1982	117 5/8	10.35	5.44	6.58	40	407	2.00			SP	354 365 369 415 50
60.00	1973 PIERSON BELMONT PIERSON 95.50 10.00 15/11/1981	118 3/8	9.35	5.88	7.07	40	407	2.00			SP	354 365 369 415 50
60.00	1975 NET INVESTMENT & PROP 95.50 8.75 15/11/1988	94 3/8	10.13	8.04	9.27	50	1949	171.72			SP	354 365 369 415 50
TRAD CREDITORS EBIT												
60.00	1977 F&L 95.50 7.25 15/1/1986	101 3/8	7.54	6.00	7.15	70	5.50				SP	361 371 375 408 41
35.00	95.50 7.25 15/1/1986	102 1/4	4.65	6.49	7.58	100.75	1978	1978			SP	361 371 375 408 41
50.00	100.00 7.25 15/1/1981	102 1/4	4.75	6.49	7.58	100.75	1978	1978			SP	361 371 375 408 41
10.00	1971 INTERTRUST 95.50 10.00 12/1/1986	101 3/4	7.21	6.11	7.37	7.24	10	19.0			SP	361 371 375 408 41
60.00	1975 L&M 95.50 7.25 15/11/1986	101 3/4	2.17	7.22	8.84	44	369				SP	361 371 375 408 41
10.00	1977 REPUBLIC OF SOUTH AFRICA 95.50 8.00 15/11/1983	103	5.72	7.29	7.77	100.00	1978	1978			SP	361 371 375 408 41
30.00	1976 REPUBLIC OF SOUTH AFRICA 95.50 10.75 11/11/1978	99 7/8	7.50	8.01	8.01	8.77	60	19.75			SP	361 371 375 408 41
DIRT EBIT OF ACCOUNT												
10.00	1975 A.P.S.L. 95.50 8.00 21/7/1985	106	6.00	8.34	8.94	44	70	1.50			SP	361 371 375 408 41
10.00	1976 A.P.S.L. 95.50 10.00 21/7/1985	102 3/8	4.98	7.38	7.77	100.00	1978	1978			SP	361 371 375 408 41
10.00	1976 A.P.S.L. 95.50 10.00 21/7/1985	102 3/8	4.98	7.38	7.77	100.00	1978	1978			SP	361 371 375 408 41
10.00	1976 A.P.S.L. 95.50 10.00 21/7/1985	102 3/8	4.98	7.38	7.77	100.00	1978	1978			SP	361 371 375 408 41
10.00	1976 A.P.S.L. 95.50 10.00 21/7/1985	102 3/8	4.98	7.38	7.77	100.00	1978	1978			SP	361 371 375 408 41
10.00	1976 A.P.S.L. 95.50 10.00 21/7/1985	102 3/8	4.98	7.38	7.77	100.00	1978	1978			SP	361 371 375 408 41
10.00	1976 A.P.S.L. 95.50 10.00 21/7/1985	102 3/8	4.98	7.38	7.77	100.00	1978	1978			SP	361 371 375 408 41
10.00	1976 A.P.S.L. 95.50 10.00 21/7/1985	102 3/8	4.98	7.38	7.77	100.00	1978	1978			SP	361 371 375 408 41
10.00	1976 A.P.S.L. 95.50 10.00 21/7/1985	102 3/8	4.98	7.38	7.77	100.00	1978	1978			SP	361 371 375 408 41
10.00	1976 A.P.S.L. 95.50 10.00 21/7/1985	102 3/8	4.98	7.38	7.77	100.00	1978	1978			SP	361 371 375 408 41
10.00	1976 A.P.S.L. 95.50 10.00 21/7/1985	102 3/8	4.98	7.38	7.77	100.00	1978	1978			SP	361 371 375 408 41
10.00	1976 A.P.S.L. 95.50 10.00 21/7/1985	102 3/8	4.98	7.38	7.77	100.00	1978	1978			SP	361 371 375 408 41
10.00	1976 A.P.S.L. 95.50 10.00 21/7/1985	102 3/8	4.98	7.38	7.77	100.00	1978	1978			SP	361 371 375 408 41
10.00	1976 A.P.S.L. 95.50 10.00 21/7/1985	102 3/8	4.98	7.38	7.77	100.00	1978	1978			SP	361 371 375 408 41
10.00	1976 A.P.S.L. 95.50 10.00 21/7/1985	102 3/8	4.98	7.38	7.77	100.00	1978	1978			SP	361 371 375 408 41
10.00	1976 A.P.S.L. 95.50 10.00 21/7/1985	102 3/8	4.98	7.38	7.77	100.00	1978	1978			SP	361 371 375 408 41
10.00	1976 A.P.S.L. 95.50 10.00 21/7/1985	102 3/8	4.98	7.38	7.77	100.00	1978	1978			SP	361 371 375 408 41
10.00	1976 A.P.S.L. 95.50 10.00 21/7/1985	102 3/8	4.98	7.38	7.77	100.00	1978	1978			SP	361 371 375 408 41
10.00	1976 A.P.S.L. 95.50 10.00 21/7/1985	102 3/8	4.98	7.38	7.77	100.00	1978	1978			SP	361 371 375 408 41
10.00	1976 A.P.S.L. 95.50 10.00 21/7/1985	102 3/8	4.98	7.38	7.77	100.00	1978	1978			SP	361 371 375 408 41
10.00	1976 A.P.S.L. 95.50 10.00 21/7/1985	102 3/8	4.98	7.38	7.77	100.00	1978	1978			SP	361 371 375 408 41
10.00	1976 A.P.S.L. 95.50 10.00 21/7/1985	102 3/8	4.98	7.38	7.77	100.00	1978	1978			SP	361 371 375 408 41
10.00	1976 A.P.S.L. 95.50 10.00 21/7/1985	102 3/8	4.98	7.38	7.77	100.00	1978	1978			SP	361 371 375 408 41
10.00	1976 A.P.S.L. 95.50 10.00 21/7/1985	102 3/8	4.98	7.38	7.77	100.00	1978	1978			SP	361 371 375 408 41
10.00	1976 A.P.S.L. 95.50 10.00 21/7/1985	102 3/8	4.98	7.38	7.77	100.00	1978	1978			SP	361 371 375 408 41
10.00	1976 A.P.S.L. 95.50 10.00 21/7/1985	102 3/8	4.98	7.38	7.77	100.00	1978	1978			SP	361 371 375 408 41
10.00	1976 A.P.S.L. 95.50 10.00 21/7/1985	102 3/8	4.98	7.38	7.77	100.00	1978	1978			SP	361 371 375 408 41
10.00	1976 A.P.S.L. 95.50 10.00 21/7/1985	102 3/8	4.98	7.38	7.77	100.00	1978	1978			SP	361 371 375 408 41
10.00	1976 A.P.S.L. 95.50 10.00 21/7/1985	102 3/8	4.98	7.38	7.77	100.00	1978	1978			SP	361 371 375 408 41
10.00	1976 A.P.S.L. 95.50 10.00 21/7/1985	102 3/8	4.98	7.38	7.77	100.00	1978	1978			SP	361 371 375 408 41
10.00	1976 A.P.S.L. 95.50 10.00 21/7/1985	102 3/8	4.98	7.38	7.77	100.00	1978	1978			SP	361 371 375 408 41
10.00	1976 A.P.S.L. 95.50 10.00 21/7/1985	102 3/8	4.98	7.38	7.77	100.00	1978	1978			SP	361 371 375 408 41
10.00	1976 A.P.S.L. 95.50 10.00 21/7/1985	102 3/8	4.98	7.38	7.77	100.00	1978	1978			SP	361 371 375 408 41
10.00	1976 A.P.S.L. 95.50 10.00 21/7/1985											

ISSUED/ ESTIMATED O/B (MIO)	YEAR OF ISSUE/ ISSUE PRICE	BORROWER COUPON MATURITY	PRICE	LIBER/ AVERAGE LIFE	YIELD TO MATURITY/ YIELD TO DURATION/LIFE	CURRENT YIELD	YIELD TO NEXT CALL/ NEXT CALL DATE	CALL NOTICE (DAYS)/ NEXT CALL DATE	PRINCIPAL AMOUNT/ FIRST PAY DATE	SECURITY GUARANTEE/ DELIVERY	LEAD MANAGER	MARKET MAKERS	
RECENT ISSUES													
2.00	1977	AFRICAN DEVELOPMENT BANK	101 3/4	8.62	8.16	8.60	8.77	80C	.50	FF	CU	159 5	
2.00	100.00	1977 1/2 15/7/1987	1.01	8.87	8.43	8.80	100.00	1983	.48	FF	CU	159 5	
3.00	1977	AFRICAN DEVELOPMENT BANK	101 3/4	8.62	8.20	8.35	8.01	100.00	1983	FF1976	LI	159 5	
100.00	8.50	15/7/1987	1.01	8.87	8.43	8.80	100.00	1983	FF1976	LI	159 5		
6.00	1975	ATLANTIS	1.102	1/3	6.54	6.03	6.31	5.31	30	CC	CU	159 5	
99.75	8.50	15/7/1985	1.102	1/3	6.54	6.03	6.31	5.31	30	CC	CU	159 5	
5.00	1975	ATLANTIS - ATLANTIC	1.102	3/8	6.75	6.26	6.55	7.77	80	CC	CU	159 5	
99.75	8.75	17/7/1985	1.102	3/8	6.75	6.26	6.55	7.77	80	CC	CU	159 5	
5.00	1977	ATLANTIC PACIFIC	1.103	9.13	8.26	8.50	100.00	1980	.40	CC	CU	219 5	
100.00	8.75	15/11/1987	1.103	9.13	8.26	8.50	100.00	1980	FF1978	LI	219 5		
10.00	1978	BANCO SAN CARLOS	1.09	3/5	11.71	8.27	8.27	30	CC	CU	267 5		
100.00	8.50	15/7/1988	1.09	3/5	11.71	8.27	8.27	30	CC	CU	267 5		
7.00	1978	BANCO NACIONAL DE CERA	1.99	4/5	11.54	8.27	8.27	30	CC	CU	159 5		
100.00	8.25	15/7/1988	1.99	4/5	11.54	8.27	8.27	30	CC	CU	159 5		
6.00	1978	BANCO NACIONAL DE CERA	1.99	3/4	7.54	6.25	6.25	100.00	1978	FF1977	LI	159 5	
100.00	8.50	15/7/1988	1.99	3/4	7.54	6.25	6.25	100.00	1978	FF1977	LI	159 5	
5.00	1978	BANK HADRAMUT W. HADRAMUT	1.00	7/8	7.38	6.57	6.88	80	CC	CU	159 5		
99.75	8.75	15/7/1988	1.00	7/8	7.38	6.57	6.88	80	CC	CU	159 5		
4.00	1977	BANK HADRAMUT W. HADRAMUT	1.01	1/2	8.50	8.73	8.87	60	CC	CU	159 5		
99.00	8.00	10/7/1987	1.01	1/2	8.50	8.73	8.87	60	CC	CU	159 5		
5.00	1976	BANQUE BANQUE	1.01	3/4	8.88	8.28	8.45	1.25	CC	CU	267 5		
100.00	8.50	15/7/1981	1.01	3/4	8.88	8.28	8.45	1.25	CC	CU	267 5		
7.00	1976	BANK NEW YORK TRUST	1.00	3/4	7.79	6.17	6.44	8.67	90C	CC	CU	219 5	
100.00	8.50	15/7/1981	1.00	3/4	7.79	6.17	6.44	8.67	90C	CC	CU	219 5	
8.00	1976	BANK NEW YORK TRUST	1.00	1/4	11.71	8.21	8.23	100.00	1979	FF1980	LI	219 5	
100.00	8.25	15/7/1980	1.00	1/4	11.71	8.21	8.23	100.00	1979	FF1980	LI	219 5	
10.00	1975	BANK NEW YORK TRUST	1.00	1/8	4.75	6.43	6.43	90	CC	CU	219 5		
100.00	8.50	15/7/1980	1.00	1/8	4.75	6.43	6.43	90	CC	CU	219 5		
2.00	1976	BANK ALGERIE NAVIGATION	1.00	3/4	7.62	6.80	6.85	1.15	90C	1.00	FF	359 5	
100.00	8.75	15/7/1980	1.00	3/4	7.62	6.80	6.85	1.15	90C	1.00	FF	359 5	
7.00	1978	CREDIT COMMERCIAL	98	1/8	9.68	8.86	8.55	100.00	1978	FF1977	LI	159 5	
100.00	8.50	15/7/1988	98	1/8	9.68	8.86	8.55	100.00	1978	FF1977	LI	159 5	
3.00	1976	CREDIT COMMERCIAL	1.00	1/8	7.75	6.73	6.43	9.16	80	CC	CU	159 5	
99.50	8.50	15/7/1986	1.00	1/8	7.75	6.73	6.43	9.16	80	CC	CU	159 5	
7.00	1978	BANK HADRAMUT W. HADRAMUT	1.00	1/2	8.50	8.69	8.62	30	CC	CU	159 5		
99.75	8.50	17/10/1987	1.00	1/2	8.50	8.69	8.62	30	CC	CU	159 5		
7.00	1978	PENSIER EXPORT CITY	1.00	5/8	4.62	7.07	7.20	100.00	1978	FF1977	LI	219 5	
100.00	8.25	24/11/1979	1.00	5/8	4.62	7.07	7.20	100.00	1978	FF1977	LI	219 5	
5.00	1975	INDUSTRIAL BANK-ALGERIA	1.00	1/4	1.15	4.38	4.58	100.00	1975	FF	CU	287 5	
100.00	8.50	24/11/1979	1.00	1/4	1.15	4.38	4.58	100.00	1975	FF	CU	287 5	
8.00	1978	INDUSTRIAL BANK-ALGERIA	1.01	2/8	6.61	6.79	6.98	100.00	1978	FF	CU	287 5	
100.00	8.75	24/11/1981	1.01	2/8	6.61	6.79	6.98	100.00	1978	FF	CU	287 5	
10.00	1978	INDUSTRIAL BANK-ALGERIA	1.02	1/4	4.11	7.02	7.47	100.00	1978	FF	CU	287 5	
100.00	8.50	24/11/1981	1.02	1/4	4.11	7.02	7.47	100.00	1978	FF	CU	287 5	
10.00	1978	INDUSTRIAL BANK-ALGERIA	1.00	1/4	9.71	7.54	7.48	101.75	1981	2.00	FF	CU	287 5
100.00	7.50	15/7/1988	1.00	1/4	9.71	7.54	7.48	101.75	1981	2.00	FF	CU	287 5
5.00	1976	INDUSTRIAL BANK-ALGERIA	1.01	5/11	6.77	6.80	6.80	100.00	1976	FF	CU	159 5	
99.75	8.75	17/11/1987	1.01	5/11	6.77	6.80	6.80	100.00	1976	FF	CU	159 5	
7.00	1976	KOZAN BANK	1.01	3/4	1.09	7.00	8.60	100.00	1976	FF	CU	837 5	
99.75	8.75	17/11/1987	1.01	3/4	1.09	7.00	8.60	100.00	1976	FF	CU	837 5	
5.00	1976	LIBERIAN BANK	1.01	5/8	2.76	2.90	2.86	1.25	80C	CC	CU	287 5	
3.00	99.75	100.00	1.01	5/8	2.76	2.90	2.86	1.25	80C	CC	CU	287 5	
5.00	1976	MEXICAN BANK	1.01	1/4	1.46	7.72	8.00	9.49	90	CC	CU	219 5	
100.00	8.50	15/7/1986	1.01	1/4	1.46	7.72	8.00	9.49	90	CC	CU	219 5	
6.00	1976	MEXICAN BANK	1.01	1/4	4.01	6.37	6.40	100.00	1980	1981	LI	219 5	
100.00	8.75	17/10/1983	1.01	1/4	4.01	6.37	6.40	100.00	1980	1981	LI	219 5	
7.00	1975	PERKIN OF	1.02	3/8	1.46	6.93	8.55	100.00	1980	1981	LI	219 5	
100.00	8.75	17/11/1980	1.02	3/8	1.46	6.93	8.55	100.00	1980	1981	LI	219 5	
7.00	1977	PETROLEUM MEXICANAS	1.01	9.21	8.33	8.62	8.16	80	CC	CU	219 5		
100.00	8.50	15/12/1987	1.01	9.21	8.33	8.62	8.16	80	CC	CU	219 5		
7.00	1978	PETROLEUM MEXICANAS	1.01	3/4	6.75	6.29	6.80	100.00	1978	FF	CU	219 5	
100.00	8.50	15/12/1987	1.01	3/4	6.75	6.29	6.80	100.00	1978	FF	CU	219 5	
7.00	1976	PERUANA BANK	1.01	1/2	8.09	8.79	9.11	100.00	1976	FF	CU	338 5	
5.00	100.00	8.50	1.01	1/2	8.09	8.79	9.11	100.00	1976	FF	CU	338 5	
6.00	1976	PERUANA BANK	1.02	1/4	2.09	8.42	8.56	100.00	1980	1981	LI	162 5	
100.00	8.75	17/12/1982	1.02	1/4	2.09	8.42	8.56	100.00	1980	1981	LI	162 5	
4.00	1976	REPUBLIC OF IRELAND	1.02	3/4	1.13	3.37	3.76	100.00	1980	1980	LI	287 5	
5.00	1976	REPUBLIC OF IRELAND	1.02	3/4	1.13	3.37	3.76	100.00	1980	1980	LI	287 5	
4.00	1976	REPUBLIC OF PANAMA	1.01	8.30	8.81	8.91	9.02	80	CC	CU	159 5		
99.75	8.50	15/7/1987	1.01	8.30	8.81	8.91	9.02	80	CC	CU	159 5		
5.00	1978	REPUBLIC OF PANAMA	1.01	9.30	8.82	8.91	8.99	80	CC	CU	287 5		
99.75	8.50	15/7/1988	1.01	9.30	8.82	8.91	8.99	80	CC	CU	287 5		
5.00	1977	REPUBLIC OF PHILIPPINES	1.00	7/8	4.54	8.73	8.92	60	CC	CU	159 5		
99.50	8.50	15/7/1983	1.00	7/8	4.54	8.73	8.92	60	CC	CU	159 5		
10.00	1976	SAN CARLOS-BANCO	1.01	1/2	8.18	8.62	8.62	100.00	1976	FF	CU	159 5	
100.00	8.50	15/7/1986	1.01	1/2	8.18	8.62	8.62	100.00	1976	FF	CU	159 5	
7.00	1978	SAN CARLOS-BANCO	1.00	7/8	9.12	8.35	8.43	80	CC	CU	159 5		
100.00	8.50	15/7/1988	1.00	7/8	9.12	8.35	8.43	80	CC	CU	159 5		
7.00	1978	SAN CARLOS-BANCO	1.00	7/8	9.12	8.35	8.43	80	CC	CU	159 5		
100.00	8.50	15/7/1988	1.00	7/8	9.12	8.35	8.43	80	CC	CU	159 5		
10.00	1978	SAN CARLOS-BANCO	1.00	7/8	9.12	8.35	8.43	80	CC	CU	159 5		
100.00	8.50	15/7/1988	1.00	7/8	9.12	8.35	8.43	80	CC	CU	159 5		
6.00	1975	TWO POWER	1.02	1/2	1.92	7.30	8.54	90	CC	CU	287 5		
100.00	8.50	15/7/1980	1.02	1/2	1.92	7.30	8.54	90	CC	CU	287 5		
RECENT ISSUES													
225.00	1977	CITY OF GUATEMALA	100	8.93	6.25	6.25	90C	1975	99	FF	CU	143 303	
176.13	99.50	8.75	15/7/1987	5.13	6.25	102.00	1979	1976	FF	CU	143 303		
RECENT ISSUES													
226.00	1975	MORISSE MORISSE	106	1/2	8.42	7.66	6.23	5.89	90C	22.00	CU	179 307	
198.00	100.00	8.75	15/7/1987	4.63	7.66	102.00	1980	1978	90	CU	179 307		
RECENT ISSUES													
200.00	1972	ALGERIA FINANCE	89	7/8	8.17	8.16	7.23	90C	110.00	FF	CU	232 115 505 510 520	
100.00	100.00	8.50	15/7/1987	5.82	8.78	102.00	1981	1981	100	FF	CU	232 115 505 510 520	
100.00	1975	ALGERIA FINANCE	97	1/4	1.96	8.32	7.83	100.00	1979	100	FF	CU	232 115 505 510 520
100.00	100.00	8.50	15/7/1987	1.00	1.96	100.00	1979	100	FF	CU	232 115 505 510 520		
200.00	1972	ALGERIA FINANCE	1.01	1/8	5.06	7.97	8.16	8.62	25	35.00	90	CU	232 115 510 520
100.00	99.50	8.25	25/7/1983	7.87	8.57	8.27	7.27	101.00	1979	FF1978	LI	232 115 510 520	
100.00	100.00	8.50	25/7/1987	8.57	8.43	100.00	1979	1978	100	FF	CU	232 115 510 520	
100.00	100.00	8.50	25/7/1987	8.57	8.43	100.00	1979	1978	100	FF	CU	232 115 510 520	
100.00	100.00	8.50	25/7/1987	8.57	8.43	100.00	1979	1978	100	FF	CU	232 115 510 520	
100.00	100.00	8.50	25/7/1987	8.57	8.43	100.00	1979	1978	100	FF	CU	232 115 510 520	
100.00	100.00	8.50	25/7/1987	8.57	8.43	100.00	1979	1978	100	FF	CU	232 115 510 520	
100.00	100.00	8.50	25/7/1987	8.57	8.43	100.00	1979	1978	100	FF	CU	232 115 510 520	
100.00	100.00	8.50	25/7/1987	8.57	8.43	100.00	1979	1978	100	FF	CU	232 115 510 520	
100.													

ISSUE	YEAR OF ISSUE	COUNTRY	COUPON	PRICE	YIELD	MARKET
100.00	1978	FRANCE	5.00	101.25	7.13	100.00
100.00	1978	FRANCE	5.00	101.25	7.13	100.00
100.00	1978	FRANCE	5.00	101.25	7.13	100.00
100.00	1978	FRANCE	5.00	101.25	7.13	100.00
100.00	1978	FRANCE	5.00	101.25	7.13	100.00
100.00	1978	FRANCE	5.00	101.25	7.13	100.00
100.00	1978	FRANCE	5.00	101.25	7.13	100.00
100.00	1978	FRANCE	5.00	101.25	7.13	100.00
100.00	1978	FRANCE	5.00	101.25	7.13	100.00
100.00	1978	FRANCE	5.00	101.25	7.13	100.00

ISSUE	YEAR OF ISSUE	COUNTRY	COUPON	PRICE	YIELD	MARKET
100.00	1978	FRANCE	5.00	101.25	7.13	100.00
100.00	1978	FRANCE	5.00	101.25	7.13	100.00
100.00	1978	FRANCE	5.00	101.25	7.13	100.00
100.00	1978	FRANCE	5.00	101.25	7.13	100.00
100.00	1978	FRANCE	5.00	101.25	7.13	100.00
100.00	1978	FRANCE	5.00	101.25	7.13	100.00
100.00	1978	FRANCE	5.00	101.25	7.13	100.00
100.00	1978	FRANCE	5.00	101.25	7.13	100.00
100.00	1978	FRANCE	5.00	101.25	7.13	100.00

EXPLANATORY NOTES AND ABBREVIATIONS

LISTINGS	ABBREVIATIONS
AM = Antwerp	ML = Milan
AN = Amsterdam	NY = New York
AS = American Stock	RM = Rome
BR = Brussels	SI = Singapore
BT = Beirut	UN = Unquoted
DD = Düsseldorf	VR = Vienna
FF = Frankfurt	ZR = Zurich & other Swiss
HK = Hong Kong	DELIVERY
KL = Kuala Lumpur	EU = Europe
LN = London	EN = Europe New York
LX = Luxembourg	NY = New York
	EA = Europe-Asia

SPECIAL REFERENCES

1. GENERAL—ATTACHED TO NAME OF BORROWER

D = Domestic Management group
 B = Bonds issued prior to maturity
 P = Private or semi-private placement
 M = Principal interest payable in more than two currencies
 W = Withholding tax (with percentage rate %)
 NW = Ex warrants

2. L/D ISSUES

The figures shown are the fixed L/D parities which prevail over the lives of the issues.

3. FLOATING RATE ISSUES

The figures given are the minimum coupon rate: % margin above LIBOR.

4. ATTACHED TO MATURITY DESCRIPTION

S = Semi-annual payments

5. ATTACHED TO NEXT S/F AMOUNT

PF = Purchase fund—the amount shown is the annual total (or total to the next coupon date), which may be applied.

DP = Non-cumulative option to double sinking fund payments.

6. ATTACHED TO CALL NOTICE (DAYS)

C = Callable only on coupon dates.

Y = Callable only at annual intervals.

Otherwise callable at any time.

7. YIELD TO NEXT CALL

0 = Yield is negative.

8. ATTACHED TO YIELD TO NEXT CALL (CONVERTIBLE ISSUES ONLY)

R = Call is subject to a restriction governed by a fixed relationship between the share price and the conversion price.

9. CONVERTIBLE ISSUES

The share price is always denominated in the same currency as the conversion price. Please note that where the premium exceeds 200% no figure is shown in the premium/discount column.

The following convertible bonds are subject to convertibility into the indicated stocks.

NAME OF BOND CONVERTIBLE INTO

American Tobacco Int. 51 1988 American Brands Inc.

Asia Navigation Int. 51 1988 East Asia Navigation Co.

Bankers Int. (L) 51 1988 Bankers Trust New York

Broadway-Hill Stores 51 1988 Carter Hawley Hale

Burmah Oil 51 1988 Shell Transport & Trading

Chemical Ind. O/S 51 1988 Standard Oil of California

Dev Industries 51 1988 Standard Oil of California

Intercontinental Hotels 51 1988 Pan-Am World Airways

Int. Standard Elec. 51 1988 International Tel. & Tel.

ISA Finance Holdings 51 1988 " " " "

Knitex 51 1988 Warner Communications

Leasco World Trade 51 1988 Reliance Group Inc.

Levin-Townsend Int. Fin. 51 1988 Rockwood Computer

Norwich ON 51 1988 Morton-Norwich Products

Ovens Illinois 51 1988 Owens Corning Fiberglass

Plywood Champion Int. 51 1988 Champion Int.

The following international convertible issues have fixed rates of coupon conversion:

NAME OF BOND CONVERTIBLE INTO

American Tobacco Int. 51 1988 American Brands Inc.

Asia Navigation Int. 51 1988 East Asia Navigation Co.

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هكذا امنه الاصل

The following Tombstone announcements were published in the Financial Times during September

BONDS

Tombstone date	Publication date	Tombstone date	Publication date	Tombstone date	Publication date
1/9/78	1/9/78	Aug. 78	14/9/78	Aug. 78	21/9/78
THE REPUBLIC OF PANAMA		DOW BANKING CORPORATION		IMATRAN VOIMA OSAKESYTIÖ	
US\$70,000,000		SFR 50,000,000		Y notes due 1983	
5/9/78	5/9/78	Jun. 78	15/9/78	Sept. 78	22/9/78
OFFSHORE MINING CO. LTD.		COMMONWEALTH OF AUSTRALIA		A/S EKSPORTFINANS	
US\$100,000,000		\$175,000,000		9% notes due 1986	
Guaranteed Floating Rate Notes due 1988		5 year 8.45% Bonds due 1983		Citicorp Int. Group and others	
6/9/78	6/9/78	15 year 9% Bonds due 1993		1/8/78	26/9/78
A/S EDSPORTFINANS		Morgan Stanley & Co. Inc. and others		SONATRACH	
US\$50,000,000				Bahrain Dinars 8,000,000	
9% Notes due 1986				8% Guaranteed Notes 1978/1988	
Citicorp Int. Bank Ltd. and others				Gulf Int. Bank B.S.C. and others	
Aug. 78	6/9/78	July 78	15/9/78	27/9/78	27/9/78
EXPORT DEVELOPMENT CORPORATION		BANQUE DE L'INDOCHINE ET DE SUEZ		EXPRESA NACIONAL DEL PETROLEO S.A.	
US\$125,000,000		US\$40,000,000		US\$25,000,000	
8.60% Notes due 1983		Floating Rate Notes due 1985		Floating Rate Notes due 1988	
Salomon Brothers and others		Banque de l'Indochine et de Suez and others		European Banking Co. Ltd. and others	
6/9/78	6/9/78	3/7/78	19/9/78	Sept. 78	27/9/78
STATIOL		EUROPEAN INVESTMENT BANK		PHILIP MORRIS INC.	
DM 150,000,000		US\$100,000,000		8.65% Notes due 1984	
6% DM Bearer Bonds of 1978/1988		9% Bonds due 1983		Goldman Sachs & Co. and others	
Deutsche Bank Aktiengesellschaft and others		Societe Generale and others		Sept. 78	27/9/78
Aug. 78	8/9/78	20/9/78	20/9/78	THE TOYO RUBBER INDUSTRY CO. LTD.	
SVERIGES INVESTERINGS BANK AB		EUROPEAN INVESTMENT BANK		DM 30,000,000	
Luxembourg Fr. 500,000,000		DM 300,000,000		5% Bearer Bonds of 1978/1983	
8% Bonds due 1988		6% DM bearer bonds due 1990		Commerzbank Aktiengesellschaft and others	
Kreditbank S.A. Luxembourgise and others		Deutsche Bank Aktiengesellschaft and others		27/9/78	27/9/78
12/9/78	12/9/78	20/9/78	20/9/78	ASAHI OPTICAL CO. LTD.	
TRIO-KENWOOD CORPORATION		SUNDSWALLS BANKEN		DM 50,000,000	
DM 40,000,000		US\$20,000,000		2% Convertible Bonds due 1987	
3% DM convertible Bonds of 1978/1986		Floating Rate Capital Notes due 1985		Westdeutsche Landesbank Girozentrale and others	
Deutsche Bank Aktiengesellschaft and others		Credit Suisse First Boston Ltd. and others		27/9/78	28/9/78
13/9/78	13/9/78	Sept. 78	20/9/78	PETROBRAS	
COMMONWEALTH OF AUSTRALIA		THE COPENHAGEN COUNTY AUTHORITY		7% Bonds due 1988	
DM 350,000,000		US\$25,000,000		Westdeutsche Landesbank Girozentrale and others	
6% DM Bearer Bonds of 1978/1988		Private Placing		Sept. 78	29/9/78
Deutsche Bank Aktiengesellschaft and others		9% Dollar Notes due 1990		EUROPEAN INVESTMENT BANK	
		Daiwa Europe N.V. and others		US\$100,000,000	
				9% Bonds due 1990	
				The Nikko Securities Co. Ltd. and others	

LOANS

Tombstone date	Publication date	Tombstone date	Publication date	Tombstone date	Publication date
July 78	1/9/78	Sept. 78	15/9/78	Aug. 78	21/9/78
GENERAL WAREHOUSE AND COLD STORAGE COMPLEX		NATIONAL PETROCHEMICAL CO. OF IRAN		INTERNATIONAL INVESTMENT BANK MOSCOW	
US\$70,000,000		US\$270,000,000		US\$800,000,000	
Medium Term Loan		Medium Term Credit Facility		Loan due 1988	
The First National Bank of Boston Ltd. and others		Iran Overseas Investment Bank Ltd. and others		Dresdner Bank Aktiengesellschaft and others	
Aug. 78	1/9/78	Aug. 78	15/9/78	Aug. 78	21/9/78
ASSI		BANCO NACIONAL DE CREDITO RURAL S.A.		AUTOPISTAS DEL ATLANTICO C.E.S.A.	
US\$45,000,000		US\$600,000,000		US\$48,000,000	
Ten year floating rate loan facility		Medium Term Loan		Medium Term Loan	
Pkbanken and others		Bankers Trust International Ltd. and others		Bayerische Landesbank Girozentrale and others	
Aug. 78	1/9/78	June 1	15/9/78	Aug. 78	21/9/78
COMISION FEDERAL DE ELECTRICIDAD		PHILIPPINE SINGAPORE PORTS CORP.		FIAT DIESEL BRASIL S.A.	
US\$500,000,000		US\$15,000,000		US\$40,000,000	
Medium Term Loan		Term Loan		Medium Term Loan	
Westdeutsche Landesbank Girozentrale and others		Arab-Malaysian Development Bank and others		Banco di Roma and others	
AUTOSTRADA		July 24	15/9/78	Aug. 78	22/9/78
US\$500,000,000		LANDOIL RESOURCES CORP.		COMISION TECNICA MIXTA DE SAITO GRANDE	
Five-Year Term Loan		US\$10,000,000		US\$100,000,000	
Ultrafin AG and others		Term Loan		Medium Term Loan	
29/9/78	4/9/78	Sept. 78	18/9/78	Sept. 78	25/9/78
COMMONWEALTH OF AUSTRALIA		THE ELECTRICITY COUNCIL		HYDROCARBONS BANK LTD.	
DM 300,000,000		US\$500,000,000		US\$200,000,000	
Fixed Rate Term Loan 1978/1983		Credit Facility		Floating Rate Loan	
Algemene Bank Nederland N.V. and others		The Sumitomo Bank Ltd. and others		Republic of Panama	
4/8/78	5/9/78	31/7/78	19/9/78	Aug. 78	26/9/78
OFFSHORE MINING CO. LTD.		NORSK HYDRO A.S.		THE BAHRAIN NATIONAL OIL CO.	
US\$350,000,000		US\$30,000,000		US\$60,000,000	
Medium Term Loan		Euro sterling loan		7 year project linked loan	
Citicorp International Group and others		Chibank N.A. and others		Gulf Int. Bank B.S.C. and others	
Aug. 78	5/9/78	Aug. 78	19/9/78	Aug. 78	26/9/78
WAGRAFIN BANK LIMITED		SOMISA		BANQUE D'ALGERIE	
US\$30,000,000		Medium Term Loan		US\$120,000,000	
Medium Term Loan		Banco de la Nacion Argentina and others		Medium Term Loan	
DG Bank International and others		Sept. 78	19/9/78	Sept. 78	19/9/78
Aug. 78	5/9/78	CREDITO COMMERCIALE		HYDROELECTRICA DE CATALUNYA S.A.	
THE KINGDOM OF MOROCCO		US\$20,000,000		DMs 32,500,000	
US\$300,000,000		Medium Term Loan		Fixed rate 10 year loan	
Medium Term Loan		Societa Finanziaria Assicurativa and others		AMRO Bank N.V.	
Bank America International Group and others		Sept. 78	19/9/78	20/9/78	20/9/78
July 78	5/9/78	CAISSE CENTRALE DE COOPERATION ECONOMIQUE		FUERZAS ELECTRICAS DEL NOROESTE S.A.	
DMs 100,000,000		Term Loan		US\$40,000,000	
Nederlandsche Middenstandsbank NV and others		June 78	6/9/78	OFFICE CHERIFIEN DES PHOSPHATES	
Aug. 78	6/9/78	REPUBLIC OF PORTUGAL		US\$100,000,000	
REPUBLIC OF PORTUGAL		US\$300,000,000		Medium Term Loan	
US\$300,000,000		Medium Term Loan		Abu Dhabi Investment Co. and others	
Amex Bank Ltd. and others		Aug. 78	7/9/78	REPUBLIC OF PORTUGAL	
TURKIZ CUMHURİYET MERKEZ BANKASI		US\$300,000,000		Medium Term Loan	
US\$100,000,000		Loan Facility		Arab African Int. Bank—Cairo and others	
12/9/78	12/9/78	NUCLEBRAS		US\$100,000,000	
US\$100,000,000		12 year loan		Westdeutsche Landesbank Girozentrale and others	
8/8/78	13/9/78	BANCA CATALANA		US\$20,000,000	
US\$20,000,000		Medium Term Loan		Interunion-Banque and others	
Medium Term Loan		HEMISKA INDUSTRIJA ZORKA		US\$35,000,000	
Project Financing		US\$27,000,000		Medium Term Loan	
US\$8,000,000		medium term loan		Lazard Brothers & Co. Ltd.	

OTHERS

Tombstone date	Publication date	Tombstone date	Publication date	Tombstone date	Publication date
4/7/78	1/9/78	3/5/78	12/9/78	Sept. 14	18/9/78
ENNIA N.V.		THE REPUBLIC OF GABON		BENEFICIAL CORPORATION	
Flux 250,000,000 1978-1983		US\$80,000,000		US\$10,000,000	
Private Placement		Project Financing Facility		Ten Year Currency Exchange Agreement	
Kreditbank S.A. Luxembourgise		Citicorp Int. Bank Ltd. and others		Blyth Eastman Dillon & Co.	
18/7/78	1/9/78	6/9/78	13/9/78	CASIO COMPUTER CO. LTD.	
B.A.T. INTERNATIONAL		AIRLINES FINANCE N.V.		DM 40,000,000	
Flux 250,000,000 1978-1988		7% Convertible sub. Debs. due 1993		3% Convertible Debs. due 1985	
Private Placement		Smith Barney, Harris Upham & Co. Inc. and others		Dresdner Bank Aktiengesellschaft and others	
Kreditbank S.A. Luxembourgise and others		Aug. 78	13/9/78	PROVINCE OF SASKATCHEWAN	
Aug. 78	5/9/78	INVESTICIONA BANKA TITOGRAUDRUZENA BANKA		US\$75,000,000	
US\$500,000,000		US\$30,000,000		9% Debts	
Ten Year Credit Facility		Project Related Term Loan		Dominion Securities Ltd. and others	
Orion Bank Ltd. and others		Bank America International Group		Sept. 78	26/9/78
7/9/78	7/9/78	WESTBURN PETROLEUM SERVICES LTD.		CELLULOSEFABRIK A/S & CO.	
US\$50,000,000		Senior Notes due 1993		DMs 75,000,000	
Private Placement		Lehman Brothers Kuhn Loeb Inc.		Private Placement	
Lehman Brothers Kuhn Loeb Inc. and others		Aug. 78	7/9/78	MEMOREX CORPORATION	
Aug. 78	7/9/78	MEMOREX CORPORATION		1,269,536 shares	
Common Stock		Lehman Brothers Kuhn Loeb Inc. and others		May 78	8/9/78
Canadel Oil Ltd.		US\$35,000,000		Buchan Field Development Finance	
US\$35,000,000		Buchan Field Development Finance		Int. Energy Bank Ltd. and Canadian Imperial Bank of Commerce	
Sept. 78	11/9/78	THE BRITISH ALUMINIUM CO. LTD.		5,805,370 Ordinary Stock Units	
5,805,370 Ordinary Stock Units		Cazenove & Co. and others			

Dfls 75,000,000

EUROPEAN INVESTMENT BANK

7 1/4% bearer Notes 1978 due 1985

Amsterdam-Rotterdam Bank N.V.
Algemene Bank Nederland N.V.
Banque de Paris et des Pays-Bas
Deutsche Bank Aktiengesellschaft

Bank Mees & Hope NV
Pierson, Helderling & Pierson N.V.

October 3, 1978

WestLB Euro-Deutschmarkbond Quotations

	Issue	Middle Price	Current Yield	Life*	Yield to Maturity*	Repayment D - mandatory drawing S - optional S - sinking fund
8%	Quebec Hydro El. 71/86	105.75	7.57	4.25	6.53	1.977-86D
6%	Quebec Hydro El. 72/87	102.35	6.35	4.31	5.86	1.478-87D
6%	Quebec Hydro El. 73/88	101.50	6.40	4.68	6.11	1.379-88D
6%	Quebec Hydro El. 74/89	102.70	6.33	8.88	6.09	16.887
6%	Quebec Hydro El. 77/87	100.65	6.21	9.17	6.15	1.1287
5%	Queensland Alu. 70/85	106.50	7.98	3.96	6.71	1.1176-85S
5%	Rauraukiki 78/88 (G)	96.20	5.98	7.44	6.40	1.484-88D
7%	Reed Paper 73/88	103.25	7.02	1.50	6.38	1.179-88S
8%	Rente 76/82 (G)	107.25	7.93	7.25	7.26	1.782
8%	Rente 77/84 (G)	106.25	7.53	5.50	6.59	1.484
5%	Ricoh Comp. 78/83P	100.75	5.21	4.84	5.07	1.883
7%	SAAB 71/86	105.25	7.36	4.20	6.40	1.677-86S
7%	SAFE 74/79P	105.00	9.76	1.09	5.37	1.1179
7%	Saga Petroleum 77/87P	102.50	7.32	6.69	7.01	1.783-87S
9%	Sandvik 72/87	104.00	7.21	4.13	6.35	1.278-87D
9%	Sandvik 75/83	112.00	8.26	4.34	6.01	1.283
8%	Sanko Steamship 75/80	101.75	8.35	0.17	1.80	child p. 1.178(101)
7%	Sanko Steamship 77/84	103.20	6.78	5.34	6.27	1.284
5%	S.A.P.L. 75/80P (G)	106.50	8.45	1.42	4.16	1.380
6%	Shell Int'l. 72/87	104.00	6.25	4.33	5.43	1.478-87S
6%	Shell Int'l. 77/89	108.75	6.21	8.28	5.41	1.285-89D
8%	Ship. Co. New Zeal. 75/80P (G)	105.00	7.86	1.67	5.03	3.680
8%	Ship. Co. New Zeal. 75/82 IP (G)	103.50	8.21	3.64	7.35	22.582
8%	Ship. Co. New Zeal. 75/82 IIP (G)	103.50	8.21	3.66	7.35	27.582
7%	Siemens Europa 66/81	106.00	6.40	2.07	3.92	1.1170-81S
7%	Singapore 72/82	102.50	6.83	2.22	5.86	1.778-82S
6%	Singapore 77/83	101.50	6.40	4.59	6.10	1.583
8%	Singapore Air. 76/83 (G)	103.25	8.47	0.34	4.68	child p. 1.279(102)
8%	Sira Kvina 70/85	105.50	8.26	3.54	6.84	1.676-85S
7%	S.N.C.F. 68/83 (G)	104.00	6.25	2.95	5.01	1.1072-83S
7%	Soc. Dev. Reg. 76/86 (G)	105.25	7.13	4.74	6.18	1.480-86D
7%	Soc. Dev. Reg. 77/92 P (G)	99.00	6.31	14.21	6.36	16.1283-92D
9%	Soc. Mar. Fin. 75/83P	105.00	8.57	2.77	6.93	1.579-83D
6%	South-Africa 69/84	99.90	6.76	5.50	6.89	1.473-84S
8%	South-Africa 70/85	103.00	8.25	3.94	7.75	1.1176-85S
7%	South-Africa 71/86	100.50	7.71	4.03	7.75	1.1177-86S
7%	South-Africa 72/87	99.85	7.01	9.09	7.02	1.1178-87S
7%	South-Afr. Broads. 78/81P (G)	100.50	7.96	2.42	7.73	1.381
7%	South-Afr. Oil Fund 78/82P (G)	100.00	7.75	3.83	7.74	1.882
7%	South-Afr. Oil Fund 78/83P (G)	100.00	7.75	3.96	7.75	16.982
9%	South-Afr. Railway 73/88 (G)	99.25	7.56	9.67	7.60	1.678-88S
9%	South-Afr. Railway 75/80P (G)	102.50	9.02	1.16	6.87	1.978-80D
9%	South-Afr. Railway 75/80 (G)	104.25	8.87	1.75	6.57	1.780
8%	South-Afr. Railway 77/80P (G)	101.00	8.17	1.84	7.62	1.879-80D
8%	South-Afr. Railway 78/81P (G)	101.75	7.86	2.26	7.11	2.181
7%	South-Afr. Railway 78/82P (G)	100.00	7.75	3.59	7.73	1.582
8%	South-Afr. Railway 78/83P (G)	101.50	7.88	4.75	7.60	1.783
8%	South-Afr. Railway 78/83P (G)	101.50	7.88	4.75	7.62	1.983
7%	South Scot. El. 73/88 (G)	104.00	6.73	4.60	5.97	1.279-88S
6%	Spain 77/84	102.50	6.59	5.84	6.22	1.884
6%	Spain 78/88	97.00	6.19	9.49	6.42	1.888
6%	Sparsbank Oslo 78/90P	97.25	6.17	6.87	6.50	16.581-90D
7%	Standard Imp. & Exp. 78/82P	99.25	7.81	3.84	7.97	1.882
6%	Stand. Chart. Bank 78/88	102.00	6.37	9.25	6.20	1.188
6%	Statoil 78/88 (G)	100.70	5.96	7.86	5.88	1.984-88S
6%	Staatslorenz 77/85	104.50	6.70	4.88	5.90	1.382-85D
7%	Stetelmak 74/80P	108.50	9.22	2.00	5.41	1.285
8%	Stockholm City 75/83	104.90	8.34	2.09	5.41	15.474-83D
8%	Stockholm County 75/87	107.50	8.14	4.29	6.66	1.479-87D
7%	Studeb. Worch. 69/79	101.50	7.14	0.84	5.45	1.879
8%	Sumitomo Metal 75/82	105.00	8.10	3.75	6.93	1.782
7%	Sun Oil Int. Fin. 73/88	104.50	7.18	5.08	6.43	1.879-88S
7%	Svenska Cell. 73/88	102.00	7.11	4.57	6.71	1.279-88S
9%	Svenska Taenst. 75/85	106.75	8.43	3.82	6.91	1.380-85S
9%	Sveriges Inv. Bk. 72/87	102.85	6.56	4.23	5.95	1.378-87S
9%	Sveriges Inv. Bk. 73/88	103.50	6.76	4.58	6.10	1.379-88S
9%	Sveriges Inv. Bk. 75/83	105.30	7.42	4.23	6.48	1.479-83S
6%	Sweden 77/84	104.50	6.22	5.59	5.53	1.584
6%	Sweden 77/89	100.90	5.95	8.06	5.85	1.1283-89S
9%	Taisei Corp. 75/80P	105.00	9.05	1.46	5.78	16.380
9%	Tauernautobahn 74/79P (G)	105.25	9.50	1.00	4.53	1.1079
9%	Tauernautobahn 74/81 (G)	110.50	8.60	2.75	5.28	1.781
9%	Tauernautobahn 75/82P (G)	109.50	8.22	3.42	5.83	1.382
9%	Tauernautobahn 75/83P (G)	109.25	8.24	4.42	6.51	1.383
9%	Tauernautobahn 76/83 (G)	97.37	6.35	14.50	5.77	1.894-83S
7%	Tauernkraftwerke 68/83 (G)	102.50	6.28	2.89	5.89	1.274-83D
7%	Tauernkraftwerke 68/83 (G)	103.50	6.28	2.87	5.24	1.943
8%	Tenpinco 73/93	107.25	7.46	9.19	6.91	1.182-93S
9%	Tenpinco 75/82P	106.25	8.94	3.42	7.34	1.382
6%	Thailand 78/83P	98.25	6.36	4.50	6.70	1.483
6%	Thyssen Car Fin. 75/82P	109.50	7.76	3.50	5.43	1.482
6%	Thyssen Car. Fin. 75/82P	108.00	7.64	3.75	5.80	1.782
7%	Thyssen Inv. Bk. 68/81	102.85	6.32	1.41	4.34	1.372-81D
7%	Tokyo El. Power 69/84	105.50	6.87	3.59	5.61	1.128-84D
5%	Toray Ind. 75/80P	104.75	6.97	1.66	2.73	10.880
5%	Toyo Rubber 78/83P	99.00	5.56	5.00	5.74	1.1083
6%	Traf. House Fin. 72/87	100.10	6.49	4.79	6.48	1.1078-87S
6%	Trinidad & Tobago 78/83	94.90	6.32	4.50	7.36	1.483
6%	Tronchem 68/83	91.75	6.63	3.11	6.21	1.1272-83S
5%	Tronchem 78/88	107.50	5.90	8.48	6.13	1.486-88D
5%	T.V.O. Inv. Fin. 69/80 (G)	103.80	6.12	3.41	6.34	1.1075-84S
6%	T.V.O. Power 78/83 (G)	98.00	6.22	9.41	6.28	1.284-88S
6%	UDS Group 78/83	98.58	5.86	4.84	6.19	1.819
9%	Unilever 74/81P	109.50	8.90	1.37	6.33	1.1281
9%	Unilever 75/87	111.65	7.61	5.95	6.09	1.581-87S
6%	Uniroyal 78/84P	100.25	5.74	5.84	5.69	1.884
6%	Unit. Arab Emirates 77/82P	100.75	6.70	3.58	6.49	30.882
6%	Unizuela 68/83	103.00	6.80	2.42	5.74	1.1074-83S
6%	Venezuela 78/88	97.00	6.19	9.42	6.43	1.384-88S
8%	Vienna 69/83	104.50	6.70	2.62	5.20	1.674-83S
8%	Vienna 75/84	107.25	7.42	7.81	5.73	1.278-84D
5%	Vienna 77/84P	101.00	5.69	6.21	5.55	15.1284
8%	Voeat-Alpine 73/88	108.00	7.87	5.69	6.76	1.1079-88S
8%	Voeat-Alpine 75/85	108.25	7.85	4.61	6.36	1.681-85S
8%	Voeat-Alpine 77/89	102.65	6.58	8.08	6.31	1.684-89D
5%	Worldbank 65/85	100.60	6.31	5.35	5.83	1.1179-85S
6%	Worldbank 65/85	100.60	6.47	3.27	5.37	1.471-85D
6%	Worldbank 68/80	103.75	6.86	2.84	6.29	1.819
6%	Worldbank 68/84P	102.60	6.37	2.68	5.65	2.177-84D
6%	Worldbank 69/84	103.25	6.30	3.09	5.41	1.675-84D
6%	Worldbank 69/84P	102.00	6.37	2.68	5.65	2.177-84D
8%	Worldbank 69/84P	101.00	5.94	2.92	5.60	1.477-84D
8%	Worldbank 70/84P	107.10	7.94	1.84	4.47	8.880
8%	Worldbank 70/86	107.25	7.99	2.89	5.94	1.278-86D
7%	Worldbank 71/86 I	105.25	7.13	4.02	5.98	1.677-86D
7%	Worldbank 71/86 II	104.90	7.15	4.51	6.21	1.1277-86D
6%	Worldbank 72/82	105.00	6.19	3.75	5.00	1.782
6%	Worldbank 72/87	103.00	6.55	4.23	5.91	1.378-87D
6%	Worldbank 72/87	103.10	6.42	3.44	5.39	1.283
6%	Worldbank 73/88	101.50	6.28	4.84	6.01	1.278-88D
6%	Worldbank 75/82P	108.25	7.62	3.67	6.89	1.682
6%	Worldbank 75/82	108.65	7.36	4.17	5.61	1.1282
8%	Worldbank 75/83	110.85	7.44	4.75	5.58	1.783
8%	Worldbank 76/82P	106.00	7.55	3.40	6.19	1.882
7%	Worldbank 76/82P	106.00	7.31	4.04	6.02	1.1082
7%	Worldbank 76/83	108.10	6.94	4.84	5.49	1.884
7%	Worldbank 76/83	108.25	7.16	5.00	5.80	1.1083
6%	Worldbank 76/83P	102.50	6.59	5.17	6.16	1.1283
5%	Worldbank 77/82P	110.50	7.24	5.34	5.65	1.284
5%	Worldbank 77/85P	102.33	4.43	3.96	5.14	15.982
6%	Worldbank 77/85P	102.50	6.34	6.59	6.02	1.585
6%	Worldbank 77/85	102.75	5.84	6.96	5.51	15.985
6%	Worldbank 77/87	105.65	6.63	8.25	6.10	1.187
5%	Worldbank 77/87	102.65	6.33	8.59	6.09	1.587
6%	Worldbank 78/84	102.25	5.62	8.84	5.29	1.884
6%	Worldbank 78/88	100.25	5.84	8.84	5.29	1.888
6%	Worldbank 78/90	98.50	5.84	9.80	5.95	1.888
6%	Yokohama 68/83 (G)	104.25	6.47	2.87	5.20	1.972-83S
6%	Yokohama 69/84 (G)	105.75	6.62	3.43	5.21	30.973-84S
6%	Yokohama 71/86 (G)	105.50	7.58	4.36	5.50	1.877-86S
8%	Yugosl. Inv. Fin. 75/80P	106.00	8.25	1.75	6.06	1.780
8%	Yugosl. Inv. Fin. 77/84P	101.00	9.2	3.60	7.66	15.1279-84S

هذه امة الاصل

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	Issue	Middle Price	Current Yield	Life*	Yield to Maturity*	Repayment D - mandatory drawing by lot at par S - sinking fund
61%	Johannesburg 72/87 (G)	94.80	6.59	4.68	7.61	1. 9.78-87D
7%	Johannesburg 78/82P (G)	100.00	7.75	3.58	7.73	30. 4.82
7%	Jysk Telefon 69/84	103.25	7.02	3.37	6.26	15. 9.75-84S
7%	Jysk Telefon 72/87	101.60	6.64	4.41	6.31	1. 3.78-87S
7%	Jysk Telefon 75/88	100.00	5.00	5.04	6.40	1. 1.29-88S
7%	Jysk Telefon 75/82P	107.25	8.39	2.75	7.71	1. 7.82
6%	Kansai Electric 69/94	103.30	6.53	3.84	5.55	1. 3.75-84S
7%	Kansai Electric 71/86	104.75	7.40	3.93	6.33	1. 5.77-86S
8%	Kawasaki Steel 75/82	105.50	8.29	2.65	6.40	1. 6.80-82D
6%	KELAG 73/88	102.70	5.97	4.84	6.08	1. 5.79-88S
6%	KHD Finance 72/87	103.15	6.54	4.40	5.90	2. 5.78-87S
7%	Kjøbenhavns H. Bank 76/83P	102.50	7.20	5.17	6.78	1. 12.83
7%	Kjøbenhavns Tel. 72/87	106.00	7.08	4.26	5.97	2. 1.78-87S
7%	Kjøbenhavns Tel. 73/87	103.40	6.84	4.38	6.34	1. 5.78-87S
6%	Kjøbenhavns Tel. 73/88	100.05	5.00	5.20	6.48	1. 4.79-88S
5%	KLM Royal Dutch Arnl. 78/83P	99.25	5.04	3.48	5.23	1. 5.79-83D
7%	Kobe 62/83 (G)	104.10	6.72	2.62	5.37	1. 6.72-83S
6%	Kobe 69/84 (G)	104.00	6.49	3.01	5.36	1. 5.73-84S
7%	Koba 71/86 (G)	104.25	7.43	3.87	6.46	1. 2.77-86S
6%	Kobe 72-87 (G)	103.00	6.55	4.39	5.94	1. 5.78-87S
8%	Kobe 75/80P (G)	103.75	7.95	1.67	5.80	1. 6.80
7%	Kobe 76/83 (G)	106.80	7.02	4.67	5.79	1. 6.83
6%	Kobe 77/87 (G)	105.50	6.16	8.67	5.67	1. 6.87
5%	Kobe 78/86 (G)	102.12	5.63	7.75	5.40	1. 7.86
7%	Kongl. Int. 76/83	100.00	3.04	3.68	6.46	1. 8.81-83D
8%	Kommun. Inst. 76/84	104.50	7.66	4.14	6.72	15.10.77-84D
7%	Korea Dev. Bank 71/84 (G)	103.25	7.23	6.17	7.19	1. 12.84
5%	Kubota Int'l. 77/82P	100.00	5.25	3.27	5.07	1. 12.81-82D
5%	Kvaerner Int. 78/86P	98.00	5.87	7.36	6.09	1. 3.84-86D
6%	Light-Services 77/82 (G)	106.20	8.00	3.42	6.40	1. 3.82
6%	Light-Services 78/86 (G)	98.25	6.97	7.59	7.05	1. 5.86
9%	Longt. Cr. Bk. Japan 70/85	101.75	8.35	0.09	8.38	clid p.1,11.78 (101,7
10%	Lonza Int'l. 71/79	104.00	6.82	1.09	6.06	1. 11.79
8%	Lonza Int'l. 75/80P	101.25	7.64	7.09	6.44	1. 12.84-80S
7%	Malaysia 72/84	100.60	6.96	3.07	7.62	1. 6.75-84D
6%	Malaysia 77/85	95.60	6.59	6.92	6.76	1. 9.85
9%	Malmo 75/84	107.50	8.60	3.79	6.91	1. 2.81-84D
9%	Malmo 76/83	105.75	7.80	2.88	6.00	1. 3.80-83D
6%	Manitoba 77/84	105.50	6.16	5.75	5.36	1. 7.84
6%	Mar. Hyd. Int'l. 76/84	100.00	6.55	4.67	5.98	1. 6.78-87S
6%	Megal Fin. Comp. 78/90	101.15	8.44	6.32	6.22	1. 6.82-90S
7%	M E P C 73/88	100.50	6.97	4.81	6.86	1. 5.79-88D
6%	Mexico 68/80	104.75	6.68	1.17	2.84	1. 6.71-80S
7%	Mexico 69/84	102.50	6.83	2.67	6.05	2. 1.73-84S
71%	Mexico 73/88	102.25	7.09	4.49	6.64	1. 1.79-88S
5%	Mexico 75/82	109.10	8.25	3.75	6.19	1. 7.82
8%	Mexico 76/83	109.20	7.33	4.67	5.69	1. 6.83
7%	Mexico 77/84	101.25	6.44	5.60	6.14	1. 6.84
6%	Mexico 78/85	97.75	6.14	6.50	6.43	1. 6.85
5%	Mitsubishi Gas 76/81P	102.50	7.56	2.67	6.67	1. 6.81
5%	Mitsubishi Petro 78/83	103.12	5.58	4.92	5.02	1. 9.83
7%	Mitsui Toatsu 76/81P	102.00	7.60	2.96	6.97	15. 9.81
9%	MODO 75/83	104.35	8.62	3.13	7.37	1. 6.80-83D
7%	Montreal 69/89	102.75	6.81	5.20	6.35	1. 4.70-89D
7%	Montreal 73/89	100.25	5.99	6.45	5.95	1. 9.73-89D
6%	Montreal 73/93	101.25	7.59	7.09	6.44	1. 12.84-93S
8%	Montreal 76/86	108.25	8.85	4.10	6.15	1. 7.77-86S
7%	Montreal 77/87	104.25	6.71	4.60	5.91	16. 7.78-87S
7%	Morrz. Denmark 69/84 (G)	105.50	7.11	3.50	5.82	1. 11.75-84S
7%	Morrz. Denmark 71/86 (G)	104.00	7.45	3.75	6.63	1. 3.77-86D
7%	Morrz. Denmark 73/88 (G)	102.10	6.86	4.99	6.48	1. 7.79-88S
6%	Naf. Mex. Fin. 69/84 (G)	102.25	6.60	2.92	5.99	1. 4.73-84S
6%	Nafi. Mexico 69/79 (G)	100.00	6.18	0.67	5.77	1. 6.82-79S
8%	Nafi. Mexico 76/83P (G)	106.25	8.14	3.72	6.25	1. 6.83
7%	Nafi. Mexico 77/82P (G)	100.00	7.00	3.92	6.99	1. 9.82
8%	Nafi. Mexico 77/84 (G)	105.50	8.29	5.42	7.46	1. 3.84
8%	Nafi. Mexico 77/84P (G)	106.06	8.25	5.42	7.35	1. 3.84
6%	Nat. Bk. Hungary 75/81	106.40	7.75	2.75	5.66	1. 7.81
6%	Nat. Bk. Hungary 77/85	97.75	6.65	7.09	6.91	1. 11.83
6%	Nat. Leas. 67/79	100.25	6.49	0.67	6.04	1. 6.72-79S
7%	New Brunswick 72/87	103.00	6.53	5.08	6.02	1. 11.78-87S
6%	Newfoundland 69/84	107.00	6.78	3.27	4.96	1. 8.75-84S
6%	Newfoundland 71/86	106.00	7.55	4.18	6.31	1. 8.77-86S
6%	Newfoundland 77/87	102.75	6.57	4.89	6.08	1. 11.78-87S
6%	Newfoundland 73/88	102.40	6.29	5.86	5.79	1. 4.81-88S
6%	New Zealand 69/84	102.90	6.56	2.76	5.67	1. 2.75-84D
6%	New Zealand 77/86	106.85	7.00	3.94	5.62	1. 5.77-86D
7%	New Zealand 78/87	105.50	6.64	4.16	5.47	1. 2.78-87D
9%	New Zealand 79/89	105.50	6.00	1.34	5.10	1. 2.80
9%	New Zealand 75/80P	105.00	8.91	1.53	5.24	1. 8.80
8%	New Zealand 75/80P	105.00	8.91	1.53	5.46	1. 7.80
9%	New Zealand 75/82	109.25	8.92	3.25	6.48	1. 1.82
7%	New Zealand 76/83	105.75	7.09	4.42	5.97	1. 3.83
7%	New Zealand 76/86	105.50	7.21	6.03	6.22	1. 11.82-86D
5%	New Zealand 77/84	104.25	6.00	5.59	5.34	1. 5.84
5%	New Zealand 78/86	99.20	5.29	7.42	5.38	1. 3.86
8%	Nippon Steel 75/82	102.12	6.63	6.92	3.71	1. 4.80-82D
8%	Nippon T + T 75/82 (G)	104.25	8.39	3.42	7.28	1. 3.82
8%	Nippon T + T 75/82 (G)	106.00	7.78	3.67	6.35	1. 6.82
7%	Nippon T + T 76/83 (G)	107.50	7.21	5.00	5.97	1. 10.83
5%	Norrem 78/85	100.20	5.74	6.42	5.70	1. 3.85
8%	Norges Komm. Bank 70/85 (G)	106.00	8.02	3.87	6.83	1. 10.76-85S
8%	Norges Komm. Bank 75/84 (G)	105.50	7.58	1.67	4.48	1. 6.80
7%	Norges Komm. Bank 75/80P (G)	105.50	6.66	1.76	5.22	1. 7.80
7%	Norges Komm. Bank 76/81 (G)	104.50	6.70	5.99	5.08	1. 5.80
7%	Norges Komm. Bank 77/89 (G)	105.50	6.64	6.22	5.91	1. 4.80-89S
6%	Norges Komm. Bank 77/89 I (G)	100.95	5.94	6.74	5.82	16.10.80-89S
6%	Norges Komm. Bank 77/89 II (G)	101.25	5.93	11.17	5.84	1. 12.80-89S
6%	Norges Komm. Bank 78/90 (G)	100.50	5.97	7.55	5.91	1. 8.81-90S
8%	Norpipe 76/84	107.15	7.93	3.68	6.25	1. 2.80-84S
8%	Norpipe 76/89	107.40	7.45	7.08	6.65	1. 6.83-88S
6%	Norpipe 77/88	105.50	6.98	5.32	5.30	1. 11.84-89D
7%	Norsea Gas 75/85 (G)	105.50	8.67	5.58	6.39	1. 12.82-85S
7%	Norsea Gas 77/89	105.25	6.65	8.87	6.21	1. 7.84-89S
8%	Norsk Hydro 75/87	109.25	8.24	4.75	6.65	1. 3.80-87D
8%	Norsk Hydro 76/88	111.25	7.19	6.92	5.96	1. 4.83-88S
8%	Norsk Hydro 77/89	104.25	6.47	7.46	6.02	1. 6.82-89S
8%	Norway 75/88	104.85	7.87	1.59	4.96	1. 5.80
8%	Norway 76/80P	105.50	5.86	5.59	5.02	1. 6.80
7%	Norway 75/80	106.00	7.31	4.27	4.76	1. 12.80
7%	Norway 76/81	105.80	6.62	2.59	4.56	1. 5.81
6%	Norway 76/81	108.50	6.91	2.75	4.16	1. 7.81
6%	Norway 77/82	103.75	6.27	3.25	5.21	1. 1.82
6%	Norway 77/82	103.65	6.03	3.50	5.07	1. 4.82
4%	Norway 77/82	102.15	5.63	3.84	5.11	1. 8.82
4%	Norway 78/83	99.20	4.79	4.25	4.96	1. 1.83
4%	Norway 78/83	97.50	4.43	5.00	5.00	1. 4.83
8%	Norw. Mortgage 77/87	105.00	6.00	6.57	6.29	16. 6.82-87D
6%	Norw. Mortgage 77/89	99.90	6.01	7.47	6.01	16.11.82-89D
7%	Nova Scotia 71/86	106.50	7.28	4.51	6.17	1. 12.77-86D
7%	Nova Scot. Power 72/87	104.25	6.71	4.98	5.98	1. 12.78-87S
6%	Occident. Overs. 68/83	102.00	6.37	2.95	5.84	1. 10.72-83S
6%	Oester. Donaukr. 69/84 (G)	101.50	5.91	5.26	5.48	1. 2.65-84D
6%	Oester. Donaukr. 73/88 (G)	101.50	5.91	5.26	5.48	1. 3.79-88S
7%	Oester. Donaukr. 75/87 (G)	101.25	7.45	3.66	5.99	1. 12.82-87S
8%	Oest. El. Wirtsch. 67/85 (G)	103.50	6.76	4.14	6.12	1. 2.73-87D
7%	Oest. El. Wirtsch. 76/83P (G)	105.25	6.65	5.21	5.80	16.12.83
5%	Oest. Ind. Verwaltung 78/85P (G)	98.75	5.67	6.75	5.72	1. 7.85
101%	Oest. Inv. Kredit. 74/99P	104.75	9.79	1.04	5.44	16.10.79
5%	Oest. Kontrollbank 76/89 (G)	103.25	2.00	6.67	4.40	1. 6.79
5%	Oest. Kontrollbank 77/89 IIP (G)	103.50	5.07	5.52	5.84	1. 5.84
7%	Oest. Kontrollbank 76/83P (G)	105.25	6.65	5.17	5.79	1. 12.83
6%	Oest. Kontrollbank 77/84P (G)	103.50	6.52	3.54	5.96	1. 2.84
6%	Oest. Kontrollbank 77/84P (G)	103.25	6.30	5.75	5.81	1. 7.84
6%	Oest. Kontrollbank 77/84P (G)	103.50	6.10	5.84	5.73	1. 8.84
5%	Oest. Kontrollbank 77/85P (G)	101.50	5.91	7.09	5.73	1. 11.85
5%	Oest. Kontrollbank 78/84P (G)	101.50	5.67	5.84	5.84	1. 1.84
5%	Oest. Kontrollbank 78/86P (G)	99.75	5.51	7.34	5.54	1. 2.84
5%	Oest. Länderbank 77/82	101.45	6.42	4.17	5.10	1. 12.82
5%	O K O 64/79 I (G)	101.25	6.17	1.09	5.11	1. 11.70-79D

C.N. Energie 69/84P (G)	101.75	6.39	2.75	5.78	1. 2.75-84D
C.N. Telecom. 68/83 (G)	101.75	3.27	3.04	1.13	1. 1.74-83S
C.N. Telecom. 75/82 (G)	105.25	8.08	3.87	7.05	1. 10.76-85S
C.N. Telecom. 75/85 (G)	104.15	8.40	3.42	7.31	1. 3.82
C.N. Telecom. 75/83P (G)	104.05	8.83	4.38	7.90	16. 2.83
C.N. Telecom. 75/83P (G)	104.00	8.65	4.38	7.86	16. 2.83
C.N. Telecom. 76/83 (G)	105.85	6.85	4.54	5.74	16. 4.83
Comalco 71/86	104.50	7.42	4.20	6.78	1. 7.76-86S
Comalco 75/82P	105.50	7.53	4.67	5.54	1. 6.82
Com. Fed. Elect. 77/82P	99.50	7.04	3.92	7.15	1. 9.82
Com. Fed. Elect. 77/84	104.60	7.65	5.67	6.98	1. 6.84
Com. Fed. Elect. 77/85	101.75	7.13	5.54	6.86	1. 11.82-85D
Com. Fed. Elect. 78/88	98.20	6.87	7.43	7.06	7. 4.84-88D
Comp. F. Deutsche Bk 78/83P	98.50	4.44	4.59	4.74	1. 5.83
Comp. Franc. Petr. 75/85	106.34	7.99	4.22	6.70	1. 5.80-85S
Comp. Franc. Petr. 77/84	103.30	6.29	5.75	5.80	1. 7.84
Consorzio 70/91 (G)	106.75	7.96	5.77	7.88	1. 11.79-91D
Continental Oil 70/85	102.25	5.96	10.17	7.51	1. 11.72-85D
Copenhagen 64/84	100.75	5.94	3.63	5.66	15. 12.70-84D
Copenhagen 69/84	102.75	6.81	2.68	5.98	2. 5.72-83S
Copenhagen 69/84	104.50	6.46	3.10	5.22	1. 6.75-84S
Copenhagen 71/86	106.00	7.31	4.04	6.15	1. 4.77-86S
Copenhagen 75/85P	105.25	8.79	3.81	7.59	1. 3.80-85D
Copenhagen 76/86	106.60	7.04	6.00	6.15	1. 12.81-86S
Council of Europe 73/81P	101.25	6.42	2.59	5.94	1. 5.81
Council of Europe 73/88	103.10	6.79	5.90	6.25	1. 7.79-88D
Council of Europe 75/82P	108.00	8.80	3.34	6.72	1. 2.62
Council of Europe 76/83	106.00	8.02	2.28	5.60	1. 2.77-83D
Council of Europe 76/83	106.50	7.28	3.05	5.37	1. 5.80-83D
Council of Europe 76/83	105.00	6.67	5.17	5.85	1. 12.83
Council of Europe 77/87	100.50	6.22	7.03	6.16	1. 11.83-87D
Council of Europe 78/86P	100.75	6.20	7.75	6.12	1. 7.86
Council of Europe 78/88	100.05	6.12	7.57	6.07	16. 5.84-88D
Courtaulds Incl. 72/87	102.00	6.37	5.10	6.02	7. 7.80-87S
Courtaulds Incl. 73/88P	102.00	7.11	5.57	6.71	1. 2.79-88S
Credit National 77/87 (G)	101.50	5.67	4.92	5.40	1. 10.83-87S
Credit National 78/83P (G)	101.50	5.67	4.92	5.40	1. 9.83
CVRD 76/84	108.25	8.31	4.31	6.72	1. 2.81/92-84
CVRD 76/84	107.40	7.91	5.64	6.14	1. 12.82/83-86
Dairylea 76/86	106.25	7.53	3.96	6.29	1. 11.76-85D
Daisikowa Paper 78/83P	99.25	5.54	4.84	5.68	1. 8.83
Danish Export 77/82P	100.25	5.99	2.55	5.89	1. 11.78-82D
Danish Export 78/83P	99.75	5.76	2.61	5.84	1. 6.79-83D
Danish Oil 74/78P (G)	100.50	10.70	0.09	5.57	due 1.11.78
Danish Oil 74/78P (G)	100.50	10.20	0.17	6.68	due 1.12.78
Dan Danske Bk 76/86	100.50	6.67	6.02	6.69	1. 11.82-86S
Denmark 68/80P	107.00	7.50	1.49	5.81	1. 10.72-80D
Denmark 69/84	103.55	6.76	3.25	5.87	1. 8.75-84S
Denmark 71/86	103.50	6.63	4.09	6.26	1. 11.78/10.83
Denmark 72/87	109.25	6.62	0.99	7.24	1. 12.78-87S
Denmark 74/89	109.25	8.47	5.63	7.18	1. 3.80-89S
	108.25	7.62	3.34	5.46	1. 2.82

6%	Ontario 72/87	103.40	5.80	5.29	5.24	1, 980—87D
7%	Ontario Hydro 69/84	104.70	6.89	3.26	5.48	1, 875—84D
7 1/2%	Ontario Hydro 71/86	105.50	7.11	5.52	6.06	1,127.75—86D
6%	Ontario Hydro 72/87	103.70	6.27	5.03	5.70	1, 870—87D
6 1/2%	Ontario Hydro 73/88	104.00	6.25	5.78	5.66	1, 381—88D
6%	Osaka 65/80 (G)	100.00	5.50	0.26	5.53	2, 170—79D
6%	Osaka 65/80 (G)	101.50	6.16	0.83	4.43	1, 271—80D
5%	Oslo 64/79	102.50	5.88	0.50	1.99	1, 470—79D
6%	Oslo 65/80	102.00	5.61	0.92	2.98	1, 371—80D
7%	Oslo 67/79	101.00	6.93	0.42	4.45	1, 372—79D
6%	Oslo 69/84	104.75	7.16	3.50	6.06	1,117.55—84D
7 1/2%	Oslo 71/87	104.75	7.21	4.24	6.50	2, 178—75D
7 1/2%	Oslo 73/90	104.50	6.59	6.09	6.24	1, 776—90S
6%	Oslo 75/87	107.25	8.35	4.39	6.88	1, 378—75D
6 1/2%	Papua 73/88	102.75	6.57	5.46	6.13	1, 682—88S
6%	Parker-Hannifin 77/87P	102.00	6.62	6.61	6.36	1, 682—87D
8%	Pemex 76/83	103.00	6.95	1.17	6.41	1,123.83
8%	Pemex 77/86	103.50	6.76	5.92	6.27	1, 984
7%	Pemex 78/86	102.50	6.83	7.25	5.65	1, 186
7%	Petrobras 77/84	100.75	6.95	6.00	6.84	1,102.84
7%	Petrobras 78/86	99.57	7.03	7.93	7.07	1,102.84—88D
6 1/2%	Philip Morris 72/87	101.00	6.68	0.09	6.78	cl.p.1,117.8(101
7 1/2%	Philippine 77/84	100.00	7.25	6.09	7.25	1,11.84
6%	Philippine 78/85	96.75	6.98	6.50	7.39	1, 485
8%	Philips 75/81P	106.00	8.25	2.50	6.07	1, 481
8 1/2%	Philips 75/81P	105.00	1.00	2.54	6.28	15, 481
8%	Philips 75/82	109.00	8.03	3.46	5.78	15, 382
9%	Pt.-Banken 76/88	98.87	5.82	3.53	5.93	1, 584—88D
9%	Platm. Palmoe 75/80	105.00	8.81	1.59	5.82	1, 580
7 1/2%	Prague 77/83SP	101.75	7.06	5.00	6.51	1, 930
7%	Pvhrn Autobahn 77/89 (G)	101.75	11.77	8.33	6.05	1, 984—89D
6 1/2%	Quebec 72/87	101.50	4.40	4.56	4.10	1, 778—87D
7 1/2%	Quebec 77/87	107.35	6.99	8.34	6.33	1, 287
7%	Quebec 77/87	105.45	6.88	8.67	6.40	1, 657
6%	Quebec 78/90	97.75	6.14	9.00	6.33	1, 585—90D
6 1/2%	Quebec Hydro El. 69/84	103.50	6.52	2.76	5.44	1, 275—84S
7%	Quebec Hydro El. 69/84	104.75	6.92	3.34	5.75	1, 975—84D

By ARTHUR SMITH, Midlands Correspondent

Marston, Thompson & Evershed Limited
Brewers, Wine & Spirit Merchants

International Banking with Bavarian Drive and Friendliness

1st NOVEMBER 1978 REDEMPTION

BRITISH LAND INTERNATIONAL N.V.
U.S. \$16,000,000 8% Loan 1987

REDEMPTION OF BONDS

British Land International N.V. announces that for the redemption period ending on 1st November 1978 it has purchased and cancelled bonds of the above loan for U.S. \$16,000,000 nominal capital and tendered them to the Trustee.

The nominal amount of bonds to be drawn for redemption at par on 1st November 1978 to satisfy the Company's current redemption obligation is accordingly U.S. \$1,115,000 and the nominal amount of this loan remaining outstanding after 1st November 1978 will be U.S. \$14,885,000.

DRAWING OF BONDS

Notice is accordingly hereby given that a drawing of bonds of the above loan took place on 31st September 1978 attended by Mr. Keith Francis, Croft Baker of the firm of John Vein & Sons, Notary Public, when 1,115 bonds for a total of U.S. \$1,115,000 nominal capital were drawn for redemption at par on 1st November 1978, from which date all interest thereon will cease.

The following are the numbers of the bonds drawn:

7	8	12	57	43	51	75	82	100	116	142	148	155	188	208	213	219	227	232	245
219	251	298	325	329	315	351	357	365	382	389	391	411	435	445	464	474	478	481	484
540	551	522	565	549	541	511	598	612	618	620	624	638	648	652	674	678	681	684	687
704	701	721	725	746	777	778	788	825	848	938	997	1009	1014	1021	1029	1038	1049	1051	1052
1061	1077	1078	1180	1196	1191	1216	1256	1271	1273	1270	1287	1331	1355	1380	1396	1410	1418	1417	1449
1167	1171	1451	1454	1513	1511	1515	1539	1543	1544	1549	1561	1561	1568	1574	1585	1587	1603	1606	1608
1622	1611	1707	1718	1719	1735	1738	1742	1761	1767	1788	1797	1824	1825	1838	1854	1861	1868	1868	1883
1924	1958	1945	1953	2005	2001	2005	2013	2013	2013	2013	2013	2013	2013	2116	2116	2116	2117	2117	2216
2251	2251	2251	2251	2251	2251	2251	2251	2251	2251	2251	2251	2251	2251	2251	2251	2251	2251	2251	2251
2361	2361	2361	2361	2361	2361	2361	2361	2361	2361	2361	2361	2361	2361	2361	2361	2361	2361	2361	2361
2471	2471	2471	2471	2471	2471	2471	2471	2471	2471	2471	2471	2471	2471	2471	2471	2471	2471	2471	2471
2581	2581	2581	2581	2581	2581	2581	2581	2581	2581	2581	2581	2581	2581	2581	2581	2581	2581	2581	2581
2691	2691	2691	2691	2691	2691	2691	2691	2691	2691	2691	2691	2691	2691	2691	2691	2691	2691	2691	2691
2801	2801	2801	2801	2801	2801	2801	2801	2801	2801	2801	2801	2801	2801	2801	2801	2801	2801	2801	2801
2911	2911	2911	2911	2911	2911	2911	2911	2911	2911	2911	2911	2911	2911	2911	2911	2911	2911	2911	2911
3021	3021	3021	3021	3021	3021	3021	3021	3021	3021	3021	3021	3021	3021	3021	3021	3021	3021	3021	3021
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Latest bond issue by CA to include new feature

INTL FINANCIAL AND COMPANY NEWS

By Paul Lendvai

VIENNA, Oct. 8.

AUSTRIA'S No. 1 bank, Creditanstalt Bankverein (CAB), is to raise Sch 1bn (\$70m) by the issue of a three tier bond loan.

Two branches of the bond issue are earmarked for purchase under special privileges. The so-called "A" tranche has a life of 15 years and is redeemable annually in 15 annual instalments beginning with 1978 while the "C" tranche has a life of 20 years and is redeemable in 20 annual instalments beginning with 1978.

Both will carry a 7 1/2 per cent coupon and will be priced at 100.25 per cent.

Both have a yield of 7.7 per cent but assuming fiscal privileges, the yield rises to 9.7 per cent for tranche A and 9.5 per cent for tranche C respectively.

Under Austrian law, every resident can buy up to Sch 100,000 (about \$2,000) worth of bonds per annum with the Federal State providing a 10 per cent rebate and with interest not subject to taxation.

The new feature of the CA loan is the tranche B with a life of six years and redeemable only after maturity with a coupon of 7 1/2 per cent and priced at 100.

CA began in 1974 with the floating of its own bonds which reached during the past four years a total of Sch4.1bn excluding redemption and including the new issue, CA bonds in circulation will reach Sch4.7bn or a market share of 15 per cent of the bond issues floated by Austrian credit institutes.

About 80 per cent of the previous issue has been subscribed to by domestic private clients and 40 per cent has been purchased under the system of tax privileges. In view of the statements made by the Finance Minister about a reduction of federal subsidies for savings as from next year, which in 1978 alone cost the Treasury in the field of bond issues some Sch600m, dealers here expect that the CA issue will be oversubscribed.

DSM cutback to hit Limburg

AMSTERDAM, Oct. 8.

THE STATE OWNED Dutch chemicals group, DSM, plans to cut its workforce by 2,000 over the next five years due to the recession in the industry. This will mean a 15 per cent reduction in the company's 13,000 employees in the Limburg area of south eastern Holland.

DSM's first half figures announced a few weeks ago showed net profit more than halved to Fl 30.8m (\$15m) from Fl 70m in the same 1977 period. The company said it might go into the red in the second half of this year. Net profit in the whole of 1977 fell 16 per cent to Fl 110.3m on sales which were 9 per cent higher at Fl 10.1bn (\$4.9bn).

DSM must increase turnover through investment while at the same time reorganising its weak points and rationalising its existing activities to cut costs, it said. The company faces a number of difficult years but it should then be able to improve its position and guarantee its future.

It has only a small home market and is heavily dependent on exports. High energy prices, tough environmental legislation and the firmness of the guilders have made selling abroad more difficult in the past few years.

Shaheen claims counter offer

MR JOHN SHAHEEN has an offer ready for submission to the Government's Export Credits Guarantee Department (ECGD) to buy back his bankrupt refinery at Come-By-Chance, Newfoundland, including the immediate expenditure of \$80m to repair it.

The report of the Shaheen offer came in the wake of a proposal by First Arabian Corporation SA to buy the 100,000-barrel-a-day refinery, closed since the end of 1975 following the bankruptcy action.

In St. John's Industrial Development Minister Mr. C. William Doody said the Newfoundland Government would study the First Arabian offer closely but details were not disclosed.

AP-DJ

Plantation Holdings bid

KUALA LUMPUR, Oct. 8.

AN INVESTMENT holding company, set up by the Malaysian Chinese Association, the Chinese Party in the Malaysian Government, has announced a 60m ringgit takeover bid for Plantation Holdings Ltd. (PHL), the British-based plantation and engineering company.

Multi-Purpose Holdings Berhad (MPHB) has been casting its eyes on Plantation Holdings for the past two years, and the opportunity for a takeover came when it recently persuaded Hutchison International of Hong Kong to sell off its 11m shares.

MPHB and its sister organisation, Multi-Purpose Co-operative Society, together held 20.7 per cent in PHL, while the Hutchison deal and its purchase of another 700,000 PHL shares on the market, MPHB now controls almost 50 per cent of PHL.

Currency, Money and Gold Markets

Snake slithers on

BY COLIN MILLHAM

The snake is a versatile creature. It is very flexible and can easily distort to such an extent that it breaks apart. This is just as well, because the recent pressures brought to bear on the European joint effort known as the Snake, would certainly have destroyed it.

At a time when there has been much discussion about an enlarged system to include France and the UK, under the banner of the European Monetary System, it may be appropriate to look at the fate of the present currencies that are tied to something as strong as the West German D-mark.

The current system, or European currency snake, revolves around the D-mark, and it is difficult to see how any new system will survive the old one while inflation rates are so far apart.

At present the Dutch guilder, Belgian franc, Danish krone and Norwegian krone are included in the agreement, and while all have been dragged up to record levels against the dollar, they have bounced along at the lowest permitted level against the D-mark.

Short-term interest rates in Holland have risen above 20 per cent. The Dutch have lifted their bank rate by 1 per cent to 15 per cent, and every week that passes seems to bring fresh speculation that Belgium will be forced to follow, although the rate still remains at 6 per cent, unchanged since July 27.

The pressure on various European currencies with regard to each other has produced a peculiar situation, with several touching record levels against the dollar, but showing signs of distinct weakness in the short-term forward market.

This is simply a reflection of the changing pattern in interest rates. On Thursday, Euro-guilder one-month rates were 18.10 per cent, compared with 9.92 per cent for one-month Euro-dollars. On this basis the one-month forward guilder had to be at a discount against the dollar. A glance at the forward dollar table shows that sterling, the guilder, Belgian franc, Danish krone, Portuguese

Public Works Loan Board rates

Effective from September 20

Years	By EYPT	By EYPT	By EYPT	By EYPT
Up to 5	11.1	12.1	12.1	12.1
Over 5 to 10	12.1	13.1	13.1	13.1
Over 10 to 15	13.1	14.1	14.1	14.1
Over 15 to 20	14.1	15.1	15.1	15.1
Over 20 to 25	15.1	16.1	16.1	16.1
Over 25 to 30	16.1	17.1	17.1	17.1

BASE LENDING RATES

Bank	Rate	Bank	Rate
A.B.N. Bank	10%	Hambros Bank	10%
Allied Irish Banks Ltd.	10%	HSBC Bank	10%
American Express Bk.	10%	C. Hoare & Co.	10%
Amro Bank	10%	Julian S. Hodge	10%
A.P. Bank Ltd.	10%	Hongkong & Shanghai	10%
Henry Ansbacher	10%	Industrial Bk. of Scot.	10%
Bank of Biltmore	10%	Keyser Ullmann	10%
Bank of Credit & Commerce	10%	Knowledge Co. Ltd.	10%
Bank of Cyprus	10%	Lloyds Bank	10%
Bank of N.S.W.	10%	London Mercantile	10%
Bank of Belgium Ltd.	10%	Edward Manson & Co.	11%
Bank of the Rhine	10%	Midland Bank	10%
Barclays Bank	10%	Samuel Montagu	10%
Barnett Christie Ltd.	10%	Morgan Grenfell	10%
Bremer Holdings Ltd.	11%	National Westminster	10%
Brit. Bank of Mid. East	10%	P. N. Refson & Co.	10%
Brown Shipley	10%	Rossminster	10%
Canada Perm't Trust	10%	Royal Bk. Canada Trust	10%
Cayzer Ltd.	10%	Schlesinger Limited	10%
Cedar Holdings	10%	S. S. Schwab	10%
Charterhouse Japhet	10%	Security Trust Co. Ltd.	11%
Choulatons	10%	Shedley Trust	11%
C. E. Coates	10%	Standard Chartered	10%
Co-operative Bank	10%	Trustee Savings Bank	10%
Corinthian Securities	10%	Twentieth Century Bk.	11%
Credit Lyonnais	10%	United Bank of Kuwait	10%
The Cyprus Popular Bk.	10%	Whiteaway Laidlaw	10%
Duncan Lawrie	10%	Williams & Glyn's	10%
Eagle Trust	10%	Yorkshire Bank	10%
English Transcont.	11%		
First Nat. Fin. Corp.	11%		
First Nat. Secs. Ltd.	11%		
Antony Gibbs	10%		
Greyhound Guaranty	10%		
Griffiths Bank	10%		
Guinness Mahon	10%		

CLIVE INVESTMENTS LIMITED

1 Royal Exchange Ave., London EC3V 3LU. Tel: 01-263 1101

Index Guide as at September 26, 1978 (Base 100 at 14.1.77)

Investment	Value
Clive Fixed Interest Capital	129.70
Clive Fixed Interest Income	114.31

ALLEN HARVEY & ROSS INVESTMENT MANAGEMENT LTD.

45 Cornhill, London EC3V 3PB. Tel: 01-623 6314

Index Guide as at October 5, 1978

Investment	Value
Capital Fixed Interest Portfolio	100.00
Income Fixed Interest Portfolio	100.00

Index Limited 01-351 3468

Three months Aluminium 583.5-589.2

1. Tax-free trading on commodity futures.

2. The commodity futures market for the smaller investor.

INTERNATIONAL BONDS

BY NICHOLAS COLCHESTER AND FRANCIS GHILES

Deutsche Bank	22
Bay. Vereinsbank	22
Westf.B	22
Deutsche Bank	22
RHF-Bank	22
Westf.B	22
Deutsche Bank	22
DG Bank	22
Deutsche Bank	22
Deutsche Bank	22
Banque Gutzwiller, Kurz. Sengener	22
KIIC	22
Banque Générale du LUXEM.	22
Kreditbank Luxem.	22
1/2 Minimum. 1/2 Convertible.	22
1/2 Purchase fund.	22

days following the pricing of issue are now in firmer hands. The French franc improved marginally over the week in foreign exchange markets; some dealers reported forte demand for these bonds.

NEW YORK DOW JONES

St. Leger	372	1	156
Ambridge	535	1	264
St. Leger	535	1	264
St. Leger	844	+19	48
St. Leger	600		404
St. Leger	2,020	+5	70
St. Leger	416	+3	354
St. Leger	1,094	+4	765
St. Leger	484		12
St. Leger	484		12
St. Leger	138	-4	12
St. Leger	85.0	-3	12
St. Leger	656	+6	54
St. Leger	142.0	-0.5	14.8
St. Leger	278.8	-1.2	8.2
St. Leger	70.9	-0.5	5.7
St. Leger	175.0	-1.1	14.7
St. Leger	257		14.7
St. Leger	256		31

STANDARD AND POOLS

Personnel	320	+3	10
Peugeot Citroën	522	+12	17
Renault	240	+11	7
Sadec Technique	523	+1	27
Sekoute	624	-1	30
Simec Peugeot	1.21	-0	9
St. Gobain	171	-0	13
Solis Roussignol	1.825	-6	48
Suez	316	-2	40
Telemeccanique	874	-14	55
Thomson Brandt	270	-12	13
Univert	22		

NEW YORK

[illegible]

OFFSHORE AND OVERSEAS FUNDS

Prices do not include \$ premium, except where indicated, and are in pence unless otherwise indicated. Yields % (shown in last column) allow for all buying expenses. \$ Offered prices include all expenses. \$ To-day's prices. % Yield based on offer price. \$ Estimated. \$ To-day's opening price. % Distribution free of U.K. taxes. % Periodic premium insurance plans. \$ Single premium insurance. \$ Offered price includes all expenses except agent's commission. \$ Offered price includes all expenses if bought through manager's. \$ Previous day's price. % Net of tax on realised capital gains unless indicated by a. % Grossness gross. \$ Symbolized.

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FINANCIAL TIMES

Monday October 9 1978

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Uneasy ceasefire in war-torn Beirut

BY ROGER MATTHEWS

LEBANON'S uneasy ceasefire was still holding after nearly 24 hours this evening, but the Maronite Christian militias in the embattled Eastern sector of Beirut claimed that the Syrian Army was using the time to bring up fresh men and materials.

While President Hafez al-Assad, of Syria, and President Elias Sarkis, of Lebanon, continued their talks in Damascus aimed at ending the fighting, several of the Syrian remained in Lebanon main parties to the dispute issued threats which would appear to undermine an agreement.

No accurate casualty figures are available, but former President Camille Chamoun, the right-wing Maronite leader, said today that during the past eight days of Syrian shelling some 300 civilians had been killed and 500 wounded. The Christian militias had lost fewer than 20 men.

Mr. Chamoun admitted that East Beirut was effectively cut off from the northern Christian areas but said they had ample supplies of munitions and food to resist indefinitely.

A strike has been called by the some Left-wing factions in West Beirut tomorrow to oppose the

BEIRUT, Oct. 8.

suggestion by President Sarkis that units of the reconstituted Lebanese Army should interpose themselves between the Syrians and Maronites in East Beirut. The Left claims that the Lebanese Army has strong Christian sympathies.

Mr. Chamoun, on the other hand, today rejected Mr. Assad's statement that the cure to Lebanon's problems would be found in Damascus or not at all. He insisted that for as long as the Syrians remained in Lebanon there would be fighting.

Mr. Yasser Arafat, leader of the Palestine Liberation Organisation, has predicted that there would be a bloodbath in Lebanon if the Syrians left.

He said that the departure of the Syrian Army would leave the some Left-wing factions in West Beirut tomorrow to oppose the

Tories will launch conference attack on Labour

BY RICHARD EVANS, LOBBY EDITOR

THE CONSERVATIVE leadership plans to take every opportunity at this week's party conference in Brighton to make maximum political capital out of the economic and industrial problems facing the Government.

It also intends to use the week to bolster the morale of party activists frustrated at the postponement of the October election. There will be every incentive for party leaders to keep controversy to a minimum, in contrast to Labour activities at Blackpool last week, but there could be pressure for a clearer exposition of Tory policy on incomes.

Mr. James Prior, Employment spokesman, and other leading Conservatives including Mr. Edward Heath, appear to be out of line with Mrs. Thatcher and Sir Keith Joseph on the degree of genuine free collective bargaining that could be permitted under a Tory administration. Some Tories fear it could be damaging to the party if its policy on this vital issue remains unclear.

Mr. Heath, speaking on a BBC radio programme yesterday, said that some form of incomes policy was essential and the sooner it

was developed the better. Mr. Heath will address two fringe meetings during the week. The state of his relationship with Mrs. Thatcher will again be a talking point among the 4,000 representatives.

She will have to maintain morale so that the party is ready to fight an election at any time between December — should the Commons division on the Queen's Speech be lost — and next October.

The Tories meet in confident mood. Many are convinced that the Prime Minister missed his opportunity this autumn and a winter of industrial unrest could only aid Mrs. Thatcher's chances of reaching Downing Street.

Apart from the opening debate on employment and industrial relations tomorrow afternoon, the week's highlights will be the debates on economic policy and taxation, and on protecting the citizen on Wednesday morning.

Editorial Comment, Page 12

THE LEX COLUMN Seeking the right reward for risk

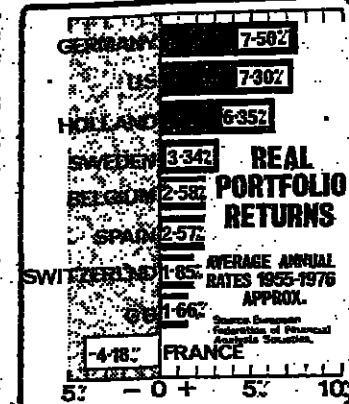
Last night financial analysts gathered in Brussels for the tenth Congress of the European Federation of Financial Analysts Societies — to which our own Society of Investment Analysts is affiliated. If past experience is any guide, dedication to the pursuit of knowledge will not be the only feature of this gathering. Nevertheless, the Congress has a very serious purpose — to discuss the status and remuneration of private risk capital in the European economy. Already the various commissions set up ahead of the Congress itself have produced voluminous quantities of research material as a basis for discussion.

The debate

There are a number of fundamental issues. First, there is the statistical analysis. Why does the return on risk capital seem to have been on a declining trend, not just recently but since the mid-1960s? There is the political dimension: why is there so much indifference to the need for private risk capital, and hostility to profits? Then there is the question of what happens in the future, of whether rates of return will be normalised through a recovery in profits or through the destruction of a large part of the existing pool of risk capital.

Measurement of the return on risk capital does, needless to say, pose considerable conceptual problems, especially at times of inflation. One measure would be the rate of profits earned on shareholders' equity at replacement value. Another, relating to portfolio investment, would be the annual stock market return — in capital gains and dividends, adjusted to a real return by the deduction of the inflation rate. The second of these methods gives widely fluctuating results from year to year, but these can be smoothed out over long periods, and both methods indicate similar long-term trends.

The portfolio analysis has been applied by one of the commissions of the Congress to the nine countries (eight European nations plus the U.S.) over periods which vary slightly but are roughly from 1955 to 1976. Positive real returns on average are indicated for all these countries except France, the leaders being Germany and the U.S. Returns were much higher in the early years, however, and the averages have been dragged down by the poor performances



of stock markets in the last few years of the periods under study. One intriguing statistical indicator has been the sharp fall in the ratio of the market capitalisations of the various bourses to national products. In Germany this fell from an average 18.9 per cent in 1963-67 to 11.8 per cent in 1973-76. In the Netherlands the drop was from 47.3 to 19.1 per cent over the same period.

As for the first method, returns on revalued shareholders' funds have declined in most countries since the 1960s — notably in Germany, the U.S. and the UK — but curiously there are some cases, such as France and Belgium, where the trend is not so clear cut.

A number of reasons can be put forward for the shift in profitability. It could be that 1945-60 was a favourable period, marked by capital shortage and labour abundance. By the 1960s the balance had swung round, and returns on capital were coming under pressure. Secondly, it may be that inflation itself has tended to overtake steady managements, though this cannot be the whole story for there appear to be consistent trends covering countries with both high and low inflation rates.

Opinion poll
Thirdly, political intervention — through wage/price controls, taxes and labour protection laws — may have reduced the profitability of companies. Other explanations include a slow-down in technical innovation, growth of Third World competition, and the influence of mysterious long-term economic cycles.

General lack of interest in the fate of providers of risk capital is indicated by an opinion survey of around 1,100 respondents including business-

men, trade unionists, and portfolio managers. High proportions of participants thought the rate of return on risk capital should not be greater than even among the main respondents, some 30 per cent showed a widespread belief about the ability of the private suppliers of capital.

There have been recently of a change in the climate in Europe, disturbed by industrial and a decline in the willingness of entrepreneurs to invest potentially risky ideas more in terms of incentives private industry. The UK has become almost a tax haven for industrial companies, corporate concessions have been introduced in the past year in the Netherlands, Germany, Belgium and Italy, while the French Government have

duced a whole series of measures to revitalise the Bourse.

Political view
The French desire to see age widespread investment shares is not necessarily emulated everywhere. In the UK there is keen interest in the supply of risk capital to industry — hence the work of the Wilson Committee — to a large degree, this is from the temptation to political control of the institutional cash industry. National Enterprise Board, remorselessly swelling the vacuum left by the credit still lethal, personal bias on the supply of high risk entrepreneurial capital.

Whether the responses can achieve a mental change is something can now be debated. It is that much more basic fact at work. The theory is enough: the accumulation of risk capital must fall short, the appropriate relative return is re-established. In the run the return on risk capital must rise to cover the real interest rate and the premium. The uncertainty in the quantity of risk which will remain when equilibrium is regained.

In Brussels over the next days the assembled analysts hope to arrive at a diagnosis. But it is safe to say they not be able to provide a

BL aims to break into Far East markets

BY ARTHUR SMITH, MIDLANDS CORRESPONDENT

BL COMPONENTS, in a move which will cause widespread concern among UK competitors, is launching a campaign to seek new products and markets.

Executives from the State-owned concern will travel to Japan this month in the hope of breaking into the lucrative Far Eastern market. One of the main beneficiaries will be SU Fuel Systems, the company under immediate threat by the nine-week unofficial strike of 32 toolmakers.

Meanwhile, Mr. Derek Whitaker, the former managing director of Leyland Cars, is heading up the drive by Guest Keen and Nettlefolds to capture new markets.

GKN is doubling spending at its group technology centre, Wolverhampton, to provide research and development facilities to strengthen the company in fiercely competitive international markets.

"We shall be looking at new families of components in addition to the second and third generation developments from existing products," Mr. Whitaker said last night.

For BL Components, Mr. Peter McGrath, the managing director, stressed that he had complete freedom to diversify provided he met the requirements of the State corporation.

He was prepared to develop new products or manufacture under licence. BL Components would also welcome the opportunity of joint ventures with the private sector, because expanded markets would be offered in advanced technology high added value products. Mr. McGrath said he was seeking contacts with European companies, and discussions were already well advanced with a U.S. company to manufacture a

product under licence. SU Fuel Systems has a particular advantage in the Japanese market as the carburettor system used by Datsun is similar to that produced by BL.

Mr. McGrath said BL would be hoping not only to supply original equipment to Japanese assemblers but also replacement parts for Japanese cars sold in the U.S. and Europe.

The aggressive stance adopted by BL is bound to create resentment among UK components companies who consider State funds should not be used to bolster activities in an area where capacity is already available and success is being achieved in world markets.

Feature, Page 27

Strike threat recedes

BY OUR MIDLANDS CORRESPONDENT

HOPE OF a settlement were rising last night as the threat of all-out strike by BL Cars' toolmakers appeared to recede.

Mr. Roy Fraser's unofficial committee, which claims support from 3,600 toolmakers, decided over the weekend again to defer a call for industrial action.

The toolmakers' leaders will hold talks over the next few days with unofficial leaders of 11,000 craft workers within BL to see whether common ground can be found in pursuit of a demand for improved differentials for skilled men.

Mr. Fraser said that, even if support was not offered by other craftsmen, the toolmakers would give a warning to the company that strike action would be recommended unless talks with management were convened within seven days.

Management has resolutely refused to hold direct talks with unofficial bodies and it seems unlikely that leaders of the Amalgamated Union of Engineering Workers would clear the way for such a gathering.

The move by toolmakers to link with the craft workers, who received only limited support for a call for a one-day strike earlier this year, can be interpreted as one of weakness. There must now be uncertainty among the toolmakers' leaders about support for a strike call.

Craft workers have made some progress over the past 12 months under central negotiations to improve the position of skilled men. Sympathy appears to be waning for the nine-week unofficial strike by 32 toolmakers at SU Fuel Systems, Birmingham, who are demanding wages comparable with those of other skilled men in the area.

Mr. George Regan, leader of the toolmakers said last night that members were likely to continue the strike. But there can be no mistaking the mounting resentment that they are fighting a lone battle. Other engineering union workers at SU Fuel Systems, where production has been surprisingly consistent despite the dispute, have shown few signs of sympathy for their action.

Electronic news system stopped by BBC unions

BY ARTHUR SANDLES

A REFUSAL by broadcasting unions even to discuss a permanent Electronic News Gathering (ENG) agreement with the BBC means that the corporation's plans to introduce this new technology into its television news service this week have been put off indefinitely.

The ENG electronic system has revolutionised news and current affairs broadcasting throughout the world over the past two years, with video tape effectively replacing film in many cases. The BBC planned to replace its near 100 per cent film system with 60 per cent ENG taped services and 40 per cent film in a three-year, £1m modernisation programme.

Using ENG techniques, a two-man crew can take pictures, record sound and transmit its material back to a home base without much of the complicated ancillary equipment and facilities needed for film. Quality has so improved in recent months as

to be claimed superior to film in some circumstances. It is nearly three years since the BBC decided to go ahead with ENG and it spent two years negotiating a one-year experimental period with the unions. That expires on Tuesday and in the absence of further agreement all BBC ENG equipment will have to be put into storage.

"The experimental year has demonstrated, incontrovertibly, the efficiency and effectiveness of ENG as a method of enhancing news coverage," said Mr. Alan Protheroe, Editor of BBC TV News. Lack of its use now was "a very big disappointment," he said.

"We have been in the first division since our inception. Not to have ENG is to place us at a major disadvantage which is unacceptable and inconceivable," Mr. Protheroe said.

News Analysis, Page 4

Wholesale price index to reflect £ strength

BY MICHAEL BLANDIN

THE STRENGTH of the pound in the foreign exchange markets has been an important factor in holding down the rate of inflation in the UK, and the latest trends will be illustrated today with the publication of the September wholesale price index figures.

The past set of figures showed that during August the cost of industry's raw materials, helped by the pound, fell for the second month running and was still 1 per cent lower than a year earlier.

In spite of the impact of higher pay rises last year, this has helped to keep down the increase in the prices charged by industry at the factory gate — output prices. In August, prices charged for manufactured goods rose by less than 1 per cent.

The gilt-edged market will also be looking closely at the banking and financial statistics, due to be published today. The money pointer to the money supply growth during the month to mid-September.

In the previous month, the distortions in the money market which had influenced earlier figures were largely ironed out. As a result, the banking system recorded a large drop in its eligible liabilities — their main deposit funds — reflected in a sharp fall in the banking money stock on a wider definition published later.

The banks, which had previously been under pressure, were able to bring themselves back within the ceilings imposed by the official control on their growth. The September banking month is the second to count towards any penalties that may be imposed

Weather

UK TODAY

SHOWERS, with heavier rain in the north-west and south-east. London, E. Anglia, E. Scotland, E. Anglia, Cent. S. England, E. Midlands, E. England, Channel Islands. Sunny intervals. Showers, Max. 20C (68F).

W. Midlands, Cent. N. N.E. England, Borders, Edinburgh, Dundee, Aberdeen. Sunny periods. Showers, Max. 16C (61F).

S.W. England, Wales, N.W. England, Lake District, Isle of Man, S.W. Scotland, Glasgow, Cent. Highlands, Moray Firth. Sunny spells, scattered showers. Max. 14C (57F).

N.E. N.W. Scotland, Ulster. Showers and sunny intervals. Max. 14C (57F).

Outlook: Sunny intervals and some showers, becoming mainly dry and colder in the north later.

Bahia	S	18	64	Madrid	S	23	73
Bombay	S	18	64	Manchester	S	23	64
Buenos Aires	S	18	64	Moscow	S	23	64
Calcutta	S	18	64	Nairobi	S	23	68
Canton	S	21	70	Paris	S	23	68
Cebu	S	21	70	Rome	S	23	68
Colon	S	21	70	Stockholm	S	23	68
Hankow	S	21	70	Sydney	S	23	68
Hong Kong	S	21	70	Tokyo	S	23	68
Kobe	S	21	70	Yokohama	S	23	68
London	S	21	70				
Luxembourg	S	21	70				
Manila	S	18	64	Moscow	S	4	39
Medan	S	18	64	Munch	S	18	64
Shanghai	S	18	64	Nairobi	S	18	64
Singapore	S	18	64	New York	S	11	32
Sourabaya	S	18	64	Osaka	S	11	32
Tientsin	S	22	72	Paris	S	11	32
Yokohama	S	22	72	Perth	S	11	32
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HOLIDAY RESORTS

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Acco	21	20	Istanbul	20	20
Ariz	24	23	Jersey	P	24
Ariz	24	23	Las Vegas	P	24
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Government scheme for £25m power station coal subsidy

BY JOHN LLOYD

PLANS TO subsidise the sale of coal to power stations, at a cost to the Government of around £25m, have been agreed in principle between the Central Electricity Generating Board and the National Coal Board. They will probably be announced this week.

The Coal Board welcomes the arrangement as a short-term solution to the problem of finding adequate markets for its coal. However, it is thought that the plans will involve substantial and expensive side effects, and that the Treasury has delayed its announcement because of concern at the cost.

It is felt that the Electricity Board has driven a hard bargain in agreeing to burn more coal. The plans involve burning this around 5m tonnes more coal this coming winter than the Board would normally burn, bringing the probable total this year to around 72m tonnes.

The Board has planned to take most or all of this extra tonnage under an agreement reached earlier in the year with the Coal Board, but would have kept it in stock and lowered its coal order in 1979/80.

Both the Government and the Coal Board felt it essential to avoid this. The massive investment in coal mining since the

1974 Plan for Coal now running at nearly £4bn and the increase in production from the incentive bonus scheme begun early this year would both require steadily expanding markets.

The Coal Board has already watched its second largest market — the steel industry — decline sharply from over 17m tonnes a year to 14m tonnes.

At the same time, the EEC Council of Ministers has so far failed to agree on attempts to enlarge the export market in Europe, with the aid of a subsidy from the European Commission to make UK coal competitive with Polish, South African and Australian imports.

The association's forecasting technique involves taking standard OECD projections of trade growth to determine the demand for shipping.

On this base the association does not see the shipbuilding market returning to the level of 1975-76 even by 1985 when the fleet requirement is put at 18m CGRT or 23m GRT.

According to the analysis, the non-Communist world will require an oil tanker fleet of 330m dwt by 1985, compared with an

actual fleet of 353.5m dwt at the end of 1977. Because of accelerated scrapping the association expects the oil-carrying fleet to decline by 60m dwt in the review period giving a building requirement of 55m dwt. This will mainly involve orders for smaller tankers under 70,000 dwt the review says.

In dry cargo trades the association foresees a building requirement of 37m dwt, allowing for scrapping of 24m dwt. For general cargo ships, including specialised vessels, the association sees a need for 33m dwt of new ships up to 1985.

Gloomy outlook for shipyards

BY IAN HARGREAVES, SHIPPING CORRESPONDENT

BY 1980-81, the world's shipyards will be working at less than half the level of output in the boom years of 1975-76, according to the latest forecast of the Association of West European Shipbuilders.

The association's review puts the global requirement for merchant ships at a mere 8m gross registered tons in 1981.

Adjusted for the differing labour content of the various ship types this 1981 figure represents 10m CGRT, compared with the 1976 output of 34m GRT or 21m CGRT of shipping.

This latest projection represents a 3 per cent reduction in the world fleet since the association's last review in 1977.

The figures are of great importance because they provide the base for shipbuilding policy within the EEC and, to some extent, for discussions within the OECD.

They will be considered, along with other forecasts from Japan and West Germany, by an OECD shipbuilding working party in early November. This meeting should have taken place this week but has been postponed at Japanese request to allow that

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